DIGITAL INDUSTRIES SOFTWARE

Genesis Sales Associate Rotational Program

Siemens Digital Industries Software

Siemens Digital Industries Software is a global leader in the growing field of product lifecycle management (PLM), manufacturing operations management (MOM) and electronic design automation (EDA) software, hardware and services. Siemens works with more than 100,000 customers, leading the digitalization of their planning and manufacturing processes. Siemens blurs the boundaries between industry domains by integrating the virtual and physical, hardware and software, design and manufacturing worlds. With the rapid pace of innovation, digitalization is no longer tomorrow's idea. We take what the future promises tomorrow and make it real for our customers today: Where today meets tomorrow. Our culture encourages creativity, welcomes fresh thinking and focuses on growth so our people, businesses and clients can achieve their full potential.

Genesis Sales Associate Rotational Program overview:

We developed the Genesis Sales Associate Rotational Program to attract the best and brightest recent engineering college graduates interested in starting their career in a fast-paced sales environment. Our program is comprised of a four-month intensive training that provides experience with the tools and skills needed to contribute to customer projects. Hosted by our leadership and training teams, the program covers how-to topics that range from soft skills and customer-facing projects to implementation. After completing training, you will fill the role of a sales associate and transition to one of our Digital Experience Centers (DEX) throughout the U.S. where you will gain a deeper understanding our digital enterprise, be involved in solving specific industry challenges with customers, understand our go-to-market strategy and our overall selling approach, and collaborate/network with the larger Siemens Digital Industries Software sales support structure. After your second rotation in DEX, you will be placed in our St. Louis office where you will work directly with multiple sales support teams.

This hands-on experience will continue to sharpen your sales skills by working with our outbound prospecting, account development and inside product specialist teams. Furthermore, sales associates will participate in various sales training sessions throughout these rotations!

Program requirements

- Recent college graduate with a minimum 3.0 grade point average (GPA)
- Bachelor's degree in computer science or an engineering discipline
- Authorization to work in the United States without the need for current or future sponsorship by the company
- Willing and able to travel
- Open to possible relocation within the U.S.

Benefits and perks

At Siemens Digital Industries Software, we offer:

- Competitive pay
- Performance-based incentive awards
- Medical, dental and vision benefits
- 401(k) matching and contribution
- Paid time off (PTO)
- Tuition reimbursement program

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DIGITAL INDUSTRIES SOFTWARE

Genesis Presales and Services Program

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Genesis Presales and Services Program overview

We developed the Genesis Program to attract the best and brightest in the industry. Our program comprises a 4-month intensive training where we train new engineers on the Siemens Digital Industries Software Xcelerator portfolio needed to contribute to customer projects. Hosted by our leadership and training teams, the program covers how-to topics that range from soft skills and customer-facing projects to implementation. After completing training, you will fill the role of a consultant and begin working with customers to provide implementation and customization solutions that leverage our suite of software products. You will get the chance to interface with customers, build and maintain client relationships, and develop functional and application design specifications.

Program requirements

- Recent college graduate with a minimum 3.0-grade point average (GPA)
- Bachelor's degree in computer science or an engineering discipline
- Authorization to work in the United States without the need for current or future sponsorship by the company
- Willing and able to travel
- Open to possible relocation within the U.S.

Benefits and perks

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