



Summer Paid Internship for Sales Engineers

Omron Automation Americas has an exciting, comprehensive Summer Paid Internship Program for which it seeks energetic sales, electrical or mechanical engineers. The 9 week program will help you grow into a high-performing engineer for a future Technical Sales position.

Our goal is to select and develop top talent for future employment and leadership within the company. Interns will work on projects that deliver real results and have a direct impact on our business. You will assume responsibility for challenging projects and acquire real-world experience.

The program will be based at our corporate office in Hoffman Estates, IL for 6 weeks and travel in the field for 3 weeks. The program begins in June 2022. Our compensation for a paid internship is \$20.00 per hour.

You will have exposure to the following areas:

Sales

- Sales prospecting – cold calling targeted industries or companies and adding all activities in Sales Navigator our Customer Relationship Management system
- Customer Relationship Systems (CRM) – become proficient with utilizing this CRM by adding contacts, companies, lead conversions, and opportunity management
- Account Management - performing joint sales calls with Account Managers
- Sales Channel – training at distributors and performing joint sales calls

Application Engineering

- Demo training – show key features and advantages
- Target applications and industry segments – explain why product was developed
- Hands On – programming, wiring, commissioning, sizing, and building
- E Learning - technical training for key products
- Technical Support Group – listening to calls and gathering technical knowledge

Marketing

- Product Knowledge – understanding product features and benefits and competitive advantages versus specific competition
- Presentation Skills - product presentations/demonstrations
- Trade Shows – work Omron's booth and walk the show
- Marketing Communications – Branding, message to external customers and distributors
- Competitive Comparison – strengths, weaknesses, and price

Internship Requirements:

- Pursuing a 4 year degree in Electrical or Mechanical Engineering.
- Must be graduating in December of 2022 or May of 2023 or May 2024.
- Identified sales, application engineering, or marketing as a career.
- Energetic, aggressive, focused and a highly motivated self-starter.
- Strong relationship builder and a strong personal desire to win.
- Ability to multi-task and work cross-functionally with strong organizational skills.
- Team player mentality but able to work independently as required.
- Ability to travel up to 50% in the United States.



The Company:

*****2014-2020 National Best and Brightest Company to Work For!

*****2013-2020 Winner for one of the 75 Best Places to Work in Illinois!

*****2011-2020 Winner for one of the 101 Best and Brightest Companies to Work For in Chicago!

Omron Automation - Americas is a leading global manufacturer of industrial automation products focused on sensing and control technologies. We serve OEM machine builders and end users with a wide range of products that integrate easily into complete automation solutions, offer simple connectivity, and are backed by solid support services. Our extensive product groups include robotics, programmable controllers, servo motors and drives, operator interfaces, temperature controllers, sensors, inspection and machine vision systems, RFID track and trace systems, and software. Our established distribution network generates most of the sales, and we use custom manufacturing and integrators to further support our customers.

Omron Automation - Americas, headquartered in Hoffman Estates, Illinois, is the Americas industrial automation subsidiary of Omron Corporation, a \$6.4 billion global technology company celebrating 75 years of success. Led by a management team where each member has 20+ years of experience in Industrial Automation, we are a midsize firm with a corporate culture of quality and customer satisfaction. As we strive to grow the company and our market share, this position offers the potential to make a solid impact on the organization.

Omron's corporate core value of "working for the benefit of society" applies to our unique technical competencies in the areas of industrial automation, safety, security, environmental protection and healthcare in pursuit of a brighter future for all. As a corporate citizen that has long recognized and encouraged the importance of giving back to local communities and helping those less fortunate, Omron has demonstrated this over the years by designing a manufacturing facility which employs the disabled, making donations to aide those impacted by natural disasters, and sponsoring an annual Omron Day in which employees volunteer in the local communities across the globe.

Omron Automation - Americas is an equal opportunity employer.