

We could be your  
new beginning.

## Discover Dell Technologies NextGen Sales Academy Internship

The NextGen Sales Academy will prepare you for long term success as a seller at Dell Technologies. The NGSA summer internship is a 10 week in person experience designed to showcase a career in sales.

- **Extensive Technology Training Program**
  - Industry leading Data Center portfolio
- **Customer Calls**
  - Prospecting, qualifying, positioning
  - Sales campaign experience
- **Consistent Coaching and Feedback**
- **Entirely In Office Experience**
  - Offices outside of Boston, MA
  - Offices outside of Austin, TX

Our cohort dynamic allows interns to learn and develop with sales professionals from across the country to gain valuable experience in the industry. Our program provides numerous networking opportunities with full-time sellers and executives, showcasing Dell's unbeatable culture. If you are interested in building a foundation with a global industry leader in a rapidly evolving field, apply today!



Interested?  
Click [here](#) to apply.

### Internship Overview:

#### Weeks 1-4: Onboarding

- *Basics of technical & sales training*
- *Week 3: First week on the phones*
- *Align to dedicated Sales Manager*

#### Weeks 5-7: Advanced Training

- *Further evolve technical and sales skills*
- *Additional opportunities for customer calls, project-based work, networking*

#### Weeks 8-9: Sales Rep Shadowing

- *Full sales cycle exposure*
- *Dedicated mentorship*

#### Week 10: Full-time interviews

- *Rising seniors are eligible to interview for our full-time position with a post-graduation start date*

### Questions?

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