

Job Title: Sales Intern

We Light the Way!

Acuity Brands (NYSE: AYI) is transforming the lighting industry. We take pride in our 13,000 employees, and they take pride in working with the best in the industry. Join a team committed to lighting the way to a more brilliant, connected, and productive world. Individually we are talented, but together we are unstoppable.

Ready to grow?

Are you a driven and talented individual looking for the place to do your best work while developing into an impactful sales leader? Look no further than the Acuity Brands Internship Program!

The Acuity Brands Internship Program is a 10-week paid experience (May – August, 40 hours/week) designed to develop high-potential candidates into sales leaders through hands-on experiences that connect interns' strengths and interests with the needs of the business.

You will gain hands-on experience in both outside and inside sales, learn about our customers, market and products, engage with end-users and receive training on Salesforce. Travel activities in the field and networking with Acuity sales leaders are included in this internship.

It is preferred for interns to only have one or two semesters left in their degree program, so they can be considered for our Leadership Program or an Associate Sales Representative (ASR) position immediately following the completion of the internship. Our Leadership Program is a full-time, entry level rotational program that allows recent graduates to explore different areas within a functional area. These experiences allow young talent to grow their skill set and network within the company while figuring out what they are passionate about early on in their careers.

Where you will work:

This opportunity is considered fully remote. This means that you can work from practically anywhere!

What you will do:

You can expect to:

- Learn lighting basics, our market, products, customers and our CRM platform (Salesforce)
- Assist in data mining using technology to qualify new prospects into sales leads
- Shadow and support our sales representatives in a geographic area
- Involvement in Mobile Product Showroom customer events
- Participate in competition with fellow sales interns (or present final report to management team)

What you will bring:

To be a strong candidate for the Acuity Brands Internship Program, you must:

Be actively pursuing a degree in Sales

How you will stand out:

In addition to the above requirements, you will stand out if you have any of the following:

Relevant internship or project experience

A minimum cumulative GPA of 3.0

Proficiency in the Microsoft Office Suite, specifically Microsoft Excel

On-campus leadership experience

Excellent written and verbal communication skills

Proven team player

Strong time management skills

Passion for making an impact on the environment and the communities where we live, work, and play

Travel Requirements

1-10%

Physical Requirements

Sedentary Work

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