



Jump Start Your Career

Sales Development Program

Full-Time Hire

Are you ready to join our ever-growing team of sales professionals supporting over \$2.3 billion in yearly sales and widely known as a leader in energy storage?

What is the Sales Development Program? – Full-Time Hire:

Our Sales Development Program prepares recent graduates and promising professionals for a long and prosperous career in the energy storage industry. Working closely with industry experts, a new hire will receive thorough training on all aspects of sales methods and techniques, experience real-world meetings within a high-profile customer base, and develop knowledge on East Penn's technologies, products, and unique culture. The program is designed for individuals with career ambition to excel and grow in an enterprise with a proven track record of promoting from within.

Key elements of the Sales Development Program:

- Networking with senior decision makers and industry leaders
- Developing market penetration ideas for new and existing products
- Implementing programs designed to drive sales growth
- Gaining key industry insights
- Learning about market challenges and planning ahead to overcome them
- Discovering new sales techniques and resources
- Training on East Penn product portfolio and technology
- Supporting the East Penn culture of sales, service, and professional development
- Sales territory opportunities to build knowledge on products, applications, the competition, category management and customer counseling
- Supporting National Accounts, Original Equipment, Aftermarket Accounts, Program Groups and Niche Market customers could position you for a variety of opportunities ranging from Account Executive, Sales Manager, District Manager and beyond

Explore Your Opportunities

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Who should apply?

Highly motivated, self-starters who are resourceful and efficient in their day-to-day responsibilities. East Penn Salespeople are dedicated to follow up with their customers, displaying a results-oriented approach that drives growth in their given territory. Applicants should be intellectually curious, and attracted to developing personally and professionally within a world-class leader in the energy storage industry.

MAJORS: Business, Communications, Finance, Engineering, Economics, Business Administration, Marketing, etc. (Degree strongly preferred).

RELOCATION & TRAVEL: Must be willing to relocate and travel as needed per regional assignment.

BENEFITS: Competitive wages and starting pay rates, paid on-the-job training, medical, dental, and prescription coverage, 401K and profit sharing, life insurance, paid holidays and vacation.

This can be your opportunity to grow with a leader in battery system solutions, encompassing Automotive, Motive Power, Telecommunication, Original Equipment, Wire and Cable, and Battery Accessory industries.

Talk to one of our representatives here today or send your resume to:

salecampusrecruiting@dekabatteries.com

Attn: Recruiting Relations Coordinator

