



## **OxyChem Sales – Intern**

### **Description**

The account management summer intern program stresses hands-on participation with an emphasis on completing a summer project. Projects are designed to add value to our sales and marketing strategies while providing a real world sales experience for students. Knowledge gained and work completed are assessed at the end of the internship period through a presentation where interns describe their projects to OxyChem sales and business leadership. In addition this is an opportunity for OxyChem to observe your skills and competencies in action while providing the intern with an interview opportunity for a future position in OxyChem's sales organization.

### **Responsibilities**

- Interns will be focused on a 3 month sales/marketing project. Typical projects will include:
  - Analyzing market segment opportunities including personal visits with customers
  - Competitive assessment of industry participants
  - Developing regional sales opportunities and identifying growth targets
  - Expanding product opportunities in new markets or geographies
  - Developing a mentee relationship with an account manager
- Interns will have exposure to OxyChem's sales and business organization and learn about career opportunities in sales, marketing, product management and business leadership.
- A mid-term and final presentation to sales leadership along with a written report will be required of the intern.

### **Required Qualifications**

- Completed junior year toward a B.S. degree in Sales management, Marketing or Business Management
- Candidate has interest in a career in account management and marketing
- Motivated self-starter with a high degree of initiative and strong problem solving skills





**Make your Mark.**



- Ability to work independently, handle multiple assignments and meet short term deadlines
- Good interpersonal skills with the ability to work in a team
- Strong oral and written communication skills
- GPA 3.0 or higher

