



Sales Engineering Graduate Training Program



Sales Engineering at Trane Technologies

Technical Engineering

Using technical skills and real time problem solving ability to understand your customers building challenges and design innovative solutions



Relationship Based Selling

Long Term Trusted Customer Advisor
Strategic Thinking and Planning
Customer Advocacy
Front line representative for the company

Technical Acumen	Customer Focused	Team Oriented	Strong Communication	Determination & Confidence
Competitive Drive	Desire to Sell	Entrepreneurial	Financially motivated	Self motivated

Account Manager Qualifications

Equipment Sales: Focused on new HVAC equipment systems to meet clients' needs for comfort and sustainability. Works primarily with engineers and contractors.	Pursuing or possess a bachelor's degree in engineering (Open to all engineering areas of emphasis)
Services Sales: Focused on providing the services clients need to keep their systems running effectively. Primarily owner-based sales.	Pursuing or possess a bachelor's degree—Preferred: Business, Management, Sales, Entrepreneurship, Marketing, Engineering
Controls Sales: Focused on helping clients control their systems in efficient and comfortable ways. Works with Services and New Systems Sales.	Pursuing or possess a bachelor's degree—Preferred: IT, Information Systems, Engineering Technology, Engineering

How we promote development

Sales Engineering Internship

12-week 600 Intern North American program
Recognized as a best in industry Internship
Capstone project in Sales Engineering
Working with Experienced Account Managers
Market analysis for customer forecasting
Customer exposure and interaction
Designed as a talent pipeline to the Graduate Training Program (GTP)

Sales Graduate Training Program

5-month in person technical, business, and leadership training.
Pre-assigned Office Location across North America
Salaried position which transitions to high commission compensation
Lodging provided during training in La Crosse, WI
Estimated to reduce career development by 3 years
45 – 60 participants in each class
Dedicated trainers with decades of experience in the field
Established 1926 and remains best in class

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