

## **Sales Exploration Program – Chicago Central**

### ***Program Description:***

Are you ready to kick start a dynamic career in business? C.H. Robinson's Sales Exploration Program is the perfect way to gain real-world exposure to a career in sales. You'll have the opportunity to see first-hand the inner workings of an industry-leading, Fortune 500 company, communicating directly with recruiters, management and sales executives to learn exactly what a career in sales has to offer.

This two-day seminar is geared towards undergraduate students entering their sophomore or junior year at the time of the program (graduation date between 12/2021 and 5/2022). It will offer you learning opportunities within sales and third-party logistics to enhance your potential and prepare you for your career ahead! The program will expose you to multiple facets of sales in the transportation industry. You'll learn about logistics, business relationship management, lead generation, sales and negotiation techniques, and C.H. Robinson's global technology platform among other things. You will also be given the opportunity to demonstrate your sales abilities through several hands-on activities. Participating in this program automatically makes you eligible to advance to a first-round interview for our 2021 Summer Sales Internship. Throughout the two-day program, your performance and participation will be evaluated in a variety of areas, which will determine whether you will advance to the interview. This will put you ahead of your peers in the competitive world of securing a 2021 summer internship or a full-time role upon graduation!

### ***Company Description:***

As a global provider of multimodal transportation and produce services, C.H. Robinson operates through a network of more than 14,000 talented employees in offices throughout North America, South America, Europe, and Asia. We are the 3PL company in North America, and our services extend to more than 46,000 customers and 68,000 carriers globally. Through our performance-driven culture and our proven track record of success, we've built a strong reputation as an industry leader. Voted by Fortune Magazine as one of "America's Most Admired Companies," C.H. Robinson is a great place to accelerate your career.

You will feel the energy the moment you step into the Chicago Central office of C.H. Robinson. This energy is what inspires us to hire the best talent to join our sales team. We believe in an environment that provides recognition for employees and rewards their accomplishments. We provide extensive development and sales training so our employees can fulfill their potential and make an impact.

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### **You will be exposed to:**

- Customer and Carrier Sales Departments
- Common 3PL operational functions
- C.H. Robinson's global footprint and industry-leading technology platform
- Lead generation and negotiation
- Discovery sales calls and Opportunity Management process
- In-depth knowledge of Chicago Central's Summer Sales Internship program & Full-time Commercial/Carrier Sales roles

### **The qualifications for this position include:**

- Undergraduates entering their sophomore or junior year at the time of the program (graduation date between 12/2021 and 5/2022)
- Interest in sales and logistics
- Strong communication skills
- Competitive personality

- Enthusiasm and dedication to the challenge of helping others
- Ability to arrange housing/transportation in Chicago for the two-day program (August 2020)