



ELECTRIC SUPPLY CENTER
200 Middlesex Turnpike
Burlington, MA 01803
Tel: 781.272.7700
Fax: 781.750.8546
www.escctr.net

Sales Engineer Development Internship

Electric Supply Center is looking for dynamic, energetic and driven individuals to join our business and industry. This program will teach you about the exciting opportunities in the electrical distribution industry; and the relationships between distributors, electrical contractors, general contractors, architects, lighting designers and building owners.

Additionally, you'll learn how the supply chain (product manufacturer's and their representation agencies) interact with distributors to support the construction industry.

ESC enjoys our relationship with Wentworth and currently has six Wentworth alumnae working with us in a full-time capacity.

Successful candidates will learn the business by actively working in the following disciplines (most of the time will be spent in the projects/sales areas):

- Projects (Lighting and Switchgear)
 - Quotations
 - Project Management
 - Project Schedule Generation/Updating
 - Introduction to Revit and Bluebeam Modeling (business applications)
 - Document Control
 - Customer Interaction
 - Vendor Interaction

- Operations
 - Understand all aspects of the CDC to understand the support required to supply our industry
 - Actively work in the receiving, shipping and delivery functions to understand how our bar-coded RF system helps streamline our logistics strategy
 - Work with Purchasing to understand the actions required to work with vendors to supply products to our industry
 - Work with the technical tools we utilize to enhance productivity

- Sales
 - Interact with customers by travelling with outside sales personnel
 - Work at branches to reinforce product knowledge and understand how our Central Distribution Center (CDC) supports our footprint
 - Identify how we support different size customers
 - Identify how we market to different customers

Qualifications

- Strong multi-tasking abilities
- Ability to work in a fast-paced environment
- Demonstrated verbal and written communication skills
- Detail oriented and a fast learner
- Customer service experience preferred