



Sales Academy Program

What is SMC?

As the world's largest and most successful manufacturer of pneumatic components, SMC strives to pursue worldwide customer satisfaction and support automation in major global markets through the most advanced pneumatic technologies.

- o Automotive
- o Machine & Tool
- o Semiconductor/Electronics
- o Heavy Vehicle
- o Life Science
- o Alternative Energy
- o Food & Packaging
- o Resource Projects

Why the Sales Academy?

The SMC Sales Academy is a sales development program designed to provide the training necessary to empower Sales Professionals with the knowledge of our extensive product line, proficiency of our corporate sales strategies, familiarity of our manufacturing methods and competency of our internal support processes.



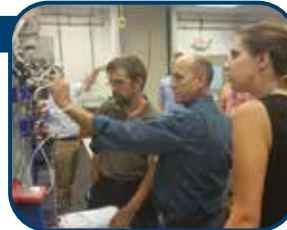
While in this program, trainees spend 6 months at SMC Corporate Headquarters in beautiful Noblesville, IN building the foundation for a rewarding sales career. Then, they transition to one of their preferred branch locations for 3-6 months for branch and territory integration. Upon completion of the program, trainees are proven equipped with the necessary tools and skill sets to provide pneumatic solutions and are promoted to Account Representatives.

Training Curriculum

The Sales Academy training curriculum is structured to supply fundamental information and develop essential skills sets needed to excel within industrial sales. SMC achieves this through interconnecting courses and topics across all aspects of SMC North America with training from SMC's subject matter experts while maximizing the time available.

Technical Training

- o Product Introduction
- o Pneumatic Processes
- o Technical Resources
- o Product Research
- o Online Technical Training



Sales Training

- o Corporate Orientation
- o Sales Strategies
- o Sales Product Tools
- o Customer Relations
- o Sales Force Management



Area Training

- o Production Processes
- o Central Warehousing
- o Administrative Support Systems (Engineering, Marketing, etc.)



Process Training

- o Sales Order Management
- o Customer Support Functions
- o Claims Management
- o Returns Management



Branch Transition

Once a trainee is at their branch, they will focus on transitioning into their territory, studying the local industry, customers and market conditions, and receive mentor-ship from seasoned sales professionals.



Corporate Dormitory



Corporate Headquarters features a Dormitory for long term visiting employees who require the convenience of staying on campus. This is a fully furnished living quarters that shares common areas, such as kitchens, lobbies, dining areas, a business center, and twenty individual rooms.



Program Testimonials

"SMC Sales Academy was more than helpful in teaching me about the large offering of products as well as sales techniques. I feel a step ahead of other recent college graduates in my field thanks to the support of the Academy."



Grace C., UMass Lowell



"The extensive training in the Sales Academy has prepared me to bring value to our customers by proposing solutions to the problems they experience with pneumatic technology."

Odilon M., IUPUI

"From shadowing experienced account reps to to seeing how our products are made in production, I have gained extensive knowledge about both our products and the company. The Sales Academy has expanded my network of resources I will be able to use in the field."



Jessica M., Eastern Illinois



"The SMC Sales Academy was a positive experience giving insight into SMC's role in the automation industry. The technical and professional training I received has made the transition to an Account Representative seamless."

Trenton K., Indiana University

"The SMC Sales Academy is a unique well rounded, and in depth training program. Overall, I think SMC has a lot to offer through the quality of their products; a company culture that provides guidance and support; and many opportunities for growth within the company."



Gina B., Butler University



"A great environment to learn and further grow your skills."

Isreal J., Ivy Tech

Please
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Sales Academy Program



Developing Creative Minds
to Provide Customer Solutions

