Trane manufactures, manages and services heating, ventilating and air conditioning (HVAC) equipment, systems and controls for nearly half the commercial buildings in the United States, and buildings all over the world.

Trane is the industry leader in R&D, as well as manufacturing. Our projects, large or small, simple or complex, all have these common Trane virtues: reliability, energy efficiency, environmental responsibility, cost efficiency, technological expertise and state-of-the-art equipment.

We provide all these things while meeting the individual business needs of our clients – no matter the scope of the project. We have the best people, the best equipment and the best service in the industry. Whether air conditioning a small office building or designing a complex manufacturing process cooling system, Trane sales engineers have the knowledge and resources to turn building systems into business advantages for our customers.

A Career in Technical Sales...

One of the most challenging careers available to graduating engineers today is in technical sales—the application of your engineering knowledge to the sale of technical systems. Trane is committed to providing customers with the best HVAC systems—and the most value through technical expertise and applications knowledge. That’s where you come in. A sales engineer career with Trane is challenging, stimulating and rewarding, personally and professionally.

Technical sales demands that you become more than a competent engineer. It is imperative that you have a strong desire to develop all of your talents. A career in sales engineering requires excellent education and demands great interpersonal skills, unfailing determination, rock-solid confidence, a team player attitude and an aggressive desire to win by helping your clients win.

As a Trane sales engineer you’ll work with consulting engineers, architects, contractors and owners/developers in the design, application and sale of systems, controls, parts and services for commercial, industrial and institutional buildings. These Trane systems include the world’s most complete line of commercial, industrial and institutional heating, ventilating and air conditioning (HVAC) equipment and building management controls.

“Sales means solving a different problem every day. That’s exciting to me. I like the idea of going out and finding the customer’s pain and fixing it; it’s a challenge I’d like to conquer.” — Ben C.

Training...

Our training facilities, courses and programs are unmatched by any other company in the business, amply illustrating the adage “Trane Trains the Industry.”

Graduate Training Program

Before work in their pre-assigned sales office, Trane sales engineers undergo the industry’s best and most comprehensive training program. The Graduate Training Program is a five-month graduate-level technical and business training program in La Crosse, Wisconsin, followed by a six-month on-the-job mentorship in your assigned sales district (50+ nationwide). Trane’s Graduate Training Program provides new Trane sales engineers with the basics of the HVAC industry,

fundamental technologies and hardware and the latest in microelectronic controls and computer software. The course also provides training in marketing, sales and interpersonal skills. Since 1927 nearly every Trane commercial sales engineer has started his or her career by graduating from the Trane Graduate Training Program.

Internships...

“When I decided to work for Trane I knew what the responsibilities of a Trane Account Manager were...not from a job description or from someone else’s mouth, but I was able to see it first hand through working with Sales Engineers during my internship.” Adam, Trane Sales Engineer

If you’ve thought about sales engineering as a full time career path post-graduation, the Trane Sales Engineer Internship Program may be for you.

As a sales engineering intern with Trane, you’ll not only job shadow with some of the industry’s best salespeople, but also have hands-on experience with our building solutions from start to finish. You’ll do everything from take-offs to customer visits and presentations, giving you a sense of ownership in the sales and solution process.

This 12-week, paid summer internship gives you a clearer understanding of the HVAC industry, an opportunity to strengthen your technical and business skills and insight into one of the most challenging and dynamic career opportunities available for engineering grads today.

“I had a great summer...I don’t think that I could go back to a 40 hour-a-week design job knowing that I could be doing something like this. It gives me a perfect mix of engineering and one-on-one with engineers, contractors and business owners...” —Jim, 06’ Sales Intern

Contact our Recruiting Team for more information

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