

HP Inside Sales Rep Trainee Position Description:

Business Environment

HP dreamed of pioneering e-commerce and m-commerce...and it's happening. We dreamed of intelligent appliance, infrastructure and e-solutions...and it's happening, too.

All it takes is imagination. Lots of it. Which is why our approach is not just to sell boxes.

Our sales organization delivers a unique customer experience. We think of the business as a whole. We work together to sell strategic solutions as well as stand-alone products. And that's how we lead the e-services revolution

The impact of e-services is transforming our customers' business...transforming the experience of their customers...transforming our customers' value...enabling us to become catalysts in creating processes, redefining industry structures and changing the markets in which we operate.

We've built a sales operation with offices throughout the world. In every one of them is a team of inventive, capable people...committed to serving their customers and with the drive to meet demanding targets.

Come join HP's "Best in Class" Service Center at Rio Rancho, NM! Inside Sales Representative Trainee

We don't expect you to have specific technical skills or professional experience. That's exactly what we will provide through our HP Graduate Investment Program. Joining HP through this program will give you the opportunity to transition from a being a new graduate to becoming a professional in a Fortune #14 company with lots of opportunity for development and growth. Join the HP family and get your career off to an excellent start!

Job Description:

You'll be responsible for selling the broad HP volume product portfolio. Using the telephone, you'll contact Enterprise, Small and Medium Business or Public Sector customers to sell HP products and solutions. You'll build ongoing relationships with HP customer accounts and resolve customer problems. Your responsibilities will include territory growth through new account acquisition, increasing growth in current accounts and maintaining current business relationships.

Join the HP family and get your career off to an excellent start with one of CollegeGrad.com's top 50 entry-level employers in the U.S. for 2008!

Location:

These positions will be located in Albuquerque, NM until Feb 2010 when HP's new permanent site in Rio Rancho, New Mexico is completed.

How to apply:

Please email your resume and contact information to Porto@HP.com

Or you can apply online :

- www.hp.com/go/jobs
- Reference Requisition # 301194.
- For referral Source please select **Strategic Sourcing**