COMPANY OVERVIEW

Trimble is a leader in Global Positioning System (GPS) technology providing services and solutions that allow its customers to achieve greater productivity, convenience and safety and, in many cases, do things they couldn’t do before.

Trimble products are used in over 100 countries around the world. More than 10,000 employees in over 38 countries, coupled with a highly capable network of dealers and distribution partners serve and support our customers.

Trimble Agriculture provides solutions that solve complex technology challenges across the entire agricultural supply chain. The solutions enable farmers and advisors to allocate scarce resources to produce a safe, reliable food supply in a profitable and environmentally sustainable manner. Covering all seasons, crops, terrains and farm sizes, Trimble precision agriculture solutions can be used on most equipment on the farm, regardless of manufacturer.

MEASURES OF SUCCESS

The Sales and Marketing Internship position works closely with the technical sales team, product marketing and our Vantage partners to promote and evaluate Trimble products.

Responsibilities

- Complete competitive analysis for key products to assist the sales team and Vantage partners in sales activities
- Gather the voice of the customer via customer visits and customer testimonials
- Assist in the development and on-site delivery of various channel development programs for our Vantage Distribution Network
  - Programs to include hardware and software training, marketing strategy and territory development plans
- Gather direct feedback from end-users on newly introduced Trimble products and compile and report findings and recommendations to key stakeholders

Characteristics/Skills

The dynamic team base work environment requires individuals with strong communication, comprehension and problem solving skills. The individual must also be able to accept a high level of personal responsibility to seek out answers to complete their objectives. 30-40% travel may be required.