

### Do you...

- Have an entrepreneurial drive?
- Find yourself financially motivated?
- Desire a flexible work schedule?
- Enjoy building lasting relationships?
- Excel under pressure?
- Wish to be a change agent in Trane's growing energy services and reduce our carbon footprint?

If you answered yes, then a career in Technical Sales may be a fit for you! Please contact our recruiting team for more information at [earlytalentrecruiting@tranetechnologies.com](mailto:earlytalentrecruiting@tranetechnologies.com) and explore [tranetechnologies.com/careers](https://tranetechnologies.com/careers) to learn more about our opportunities.

"The Graduate Training Program, recognized as best-in-class in the HVAC industry, laid the foundation for my success, by providing both the technical expertise and sales qualities I needed to excel.



Trane is the industry leader in its products, services, and sustainability goals. However, what really influenced my decision to join this company is its passion for development, which fosters an incredible culture full of highly motivated and successful associates, making Trane the best place to work."

*Adele Glaser, Controls Sales Leader  
New Jersey Sales Office  
Virginia Tech, B. Eng. Industrial and Systems Engineering*



## Engineering Better Careers: Engineering Better Environments

### Technical Sales Engineering Programs



Trane is committed to helping customers achieve their goals through our industry leading systems. By joining Trane, you can become part of the journey to improving the energy efficiency of buildings all over the world.

Learn more at [trane.com](https://trane.com)



Trane – by Trane Technologies (NYSE: TT), a global climate innovator – creates comfortable, energy efficient indoor environments through a broad portfolio of heating, ventilating and air conditioning systems and controls, services, parts and supply. For more information, please visit [trane.com](https://trane.com) or [tranetechnologies.com](https://tranetechnologies.com).

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CORP-SLB002-EN  
04/30/2020

TRANE  
TECHNOLOGIES

## At Trane, we engineer better careers and better environments.

Trane makes buildings work better for life, providing heating, ventilation and air conditioning (HVAC) systems and services for facilities all over the world. We hire only the best people, and have the best systems and service in the industry. Trane has the knowledge to turn building systems into business advantages for our customers.

### Think outside the cubicle and solve challenging, real-world problems.

One of the most challenging careers available to graduating engineers today is in sales engineering - the application of your engineering knowledge to the sale of technical systems.

As a member of the Trane team, you'll work with consulting engineers, architects, contractors, owners and developers in the design, application and sale of systems and services for commercial, industrial and institutional buildings. Trane systems include the world's most complete line of commercial HVAC equipment and building management controls.

A sales engineering career with Trane is challenging, stimulating and rewarding - both personally and professionally. To succeed, you must become more than a competent engineer. You must also develop great interpersonal skills, unfailing determination, rock-solid confidence, a "team player" attitude and an aggressive desire to win by helping your clients win.

"It is very rewarding to be a part of the most complex and challenging projects in our market, working at the edge of innovation as it relates to mechanical design and technology.

My biggest driver is that I have the ability to truly impact the industry and potentially leave it in a better place than when I started. I would not have been able to do so without the skillsets provided by the Graduate Training Program."



Thomas Reyes, Director of Business Development  
New York Sales Office  
University of Hartford, B.S. Architectural Engineering  
Technology and B.S.B.A. Business Management



### Graduate Training Programs

Our training facilities, courses and programs are unmatched, amply illustrating the adage, "Trane trains the industry."

Since 1926, nearly every Trane sales engineer has started his or her career by graduating from the Trane Graduate Training Program (GTP) - the industry's best and most comprehensive training program. The Trane Graduate Training Program is a five month, graduate-level technical and business training program followed by six months of on-the-job mentoring in a pre-determined office location at one of our nationwide Trane Sales Offices.

This program provides new Trane sales engineers with a solid foundation in HVAC industry knowledge, HVAC Systems and Services, and Trane's Portfolio of offerings. Professional development is provided in the areas of business, sales and personal branding. You'll apply these important skills to help Trane and our customers engineer indoor environments that maximize efficiency and improve environmental impact.

The Graduate Training Program is headquartered in La Crosse, WI. This is the birthplace of Trane and one of Trane Commercial's largest campuses. Program attendees will spend time in laboratories, research centers, and manufacturing locations in addition to our GTP training center.

### Internship Program

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

As an engineering intern with Trane, you'll job shadow with some of the industry's best salespeople, and have hands-on experience with our building solutions from start to finish.

In one of our nationwide sales offices, you'll do everything from take-offs to customer visits and presentations, giving you a sense of ownership in the solution and a better understanding of the process.

This 12-week, paid summer internship gives you a clearer understanding of the HVAC industry, an awareness of the environmental advancements in the 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.



"The Graduate Training Program is a unique opportunity, which few companies can offer, or are willing to offer. It is truly an investment in the people of the company.

The experience provides you with not only the technical knowledge needed to be a successful account manager in a constantly varied industry, but also helps to grow some of the less tangible skills a person might have."

Mike Zikoski, LEED Green Associate  
New York Sales Office  
Johns Hopkins University,  
B.S. Civil Engineering