

GE Oil & Gas

Business Specific Hiring Requirements:

- Proven commercial experience, O&G related experience strongly preferred
- Analytical and strategic thinking skills... entrepreneurial approach a plus
- Demonstrated experience in customer-oriented roles such as sales, marketing and services
- Strong leadership, communication, project management and influencing skills
- Proven change agent...ability to work well in fast paced changing environments

Program Structure & Highlights:

- **Typical Types of Rotations** - sales, commercial operations, marketing, application engineering
- **Business Specific Training** - product, sales, industry applications
- **International Rotation Opportunities** – Yes
- **Out of Business Rotation Opportunities** – No rotations outside of O&G, but all ECLPs rotate across multiple businesses function/roles on program
- **Other Highlights** – ECLP SWAT team approach coupled with ECLP Advisory Council comprised of senior commercial leaders ensures that we optimize ECLP as commercial pipeline for O&G.

Examples of Off Program Roles:

- Typical class off program: 80% sales roles, 20% marketing roles
- Sales Managers, Sales Account Managers
- Regional Marketing Manager
- Commercial Operations Manager, Commercial Manager

US Location Snap Shot:

- **Business Headquarters** - Florence, Italy
- **Common US Locations** – Houston
- **Common non-US Locations** –
- **Do ECLPs typically move between every rotation in your business?** Yes, most ECLPs move between every rotations. Generally ECLPs end up in the same country location they are coming from. Moves are across country of origin and final destination and where the business HQs are located (Italy, US, UK, Singapore).