

GE Water

Business Specific Hiring Requirements:

- Proven sales and/or marketing experience in a related industry strongly preferred
- Technical degree background: engineering, chemistry, physics, environmental science, etc.
- Analytical and strategic thinking skills
- Demonstrated experience in customer-oriented roles such as sales, marketing, product management, project management
- 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, marketing, product management
- **Business Specific Training** - product, water theory, commercial operations, sales, etc.
- **International Rotation Opportunities** – Case by case basis
- **Out of Business Rotation Opportunities** – No rotations outside of Water (case by case basis only inside GE Energy)
- **Other Highlights** – ECLP engagement in many Water business improvements. Strong ECLP involvement in driving program improvements in Water through Water's ECLP Council.

Examples of Off Program Roles

- Typical class off program: 40-50% Sales; 40-50% marketing, 10-20% Business Development roles.
- Sales: ranges from Sales Engineer to territory specific Sales Manager; Commercial Operation; Sales Force Excellence;
- Marketing: Product Manager, Product Marketing, Business Intelligence.

US Location Snap Shot:

- **Business Headquarters** – Trevose, PA (10 miles North from Philadelphia), USA
- **Common US Locations** – Houston, TX; Minneapolis, MN; Norfolk, VA; Boston, MA; Seattle, WA
- **Common non-US Locations** – Toronto, Canada; 30+ countries with sales operations
- **Do ECLPs typically move between every rotation in your business?** Sometimes...most ECLPs move at least once, some twice. We work to be somewhat flexible to meet personal needs but not at the expense of the business or the program experience.