IT Specialist LEADing to Africa Summit Internship (Undergraduate) - Summer 2015

Job description

The IT Specialist LEADing to Africa Summit Intern Program within the IBM US Sales & Distribution division is searching for top-quality undergraduate students with a passion for technology and client interaction. The intent of the LEADing to Africa internship program is to build a channel for IBM’s business in Africa by providing a short-term real world experience in the U.S. market. Students selected for this program will have expressed an interest in working in Africa after graduation, if such a position is offered after successful completion of the internship program. IBM is committed to compliance with all fair employment practices regarding citizenship and immigration status. Students are expected to manage their own work authorizations without IBM sponsorship. Applicants should be undergraduate students pursuing a technical degree. This is an internship position and all candidates must be registered full time students to apply.

During the internship, you will work with IBM technical sales professionals to assist with technical support of sales opportunities at both client sites and IBM technical sales centers like the IBM Technical Exploration Centers (TEC). You will gain knowledge about IBM's software and hardware products through hands-on technical experience. Prior technical intern responsibilities include assisting with installation of IBM hardware and software, benchmarking, technical documentation, and technical setup for customer briefings or demos. Interns working at the TECs also assist with the center's day-to-day technical...
operational duties. Roles and projects will vary depending on location and the current needs of IBM's clients. IBM's internship programs provide assignments for students to become familiar with IBM's organization, work style, culture and global reach. The IBM IT Specialists are integral parts of the client account team, driving revenue through designing solutions, technical presentations, in-depth complex technical demonstrations and/or proof-of-concepts. Recognized as a “subject matter expert” on IBM's software or hardware brands, the IT Specialist consults with clients of all sizes and across various industry sectors and leverages their technical expertise to assist sales counterparts with aligning the technical capabilities of IBM offerings to client requirements.

The ideal IT Specialist Intern applicant should:

- Demonstrate a passion for technology
- Have hardware or software technical experience through school projects and/or prior jobs or internships/co-ops
- Have the ability to quickly assimilate technical information
- Have Sales or Customer Service Experience
- Be a self starter and have demonstrated leadership experience
- Possess people and teaming skills
- Possess written and oral communication skills
- Be a Junior majoring in a technical degree field with proven academic success (Information Systems, Computer Science, Computer Engineering, etc.)
- Be able to independently travel to local IBM clients and meetings.

Required

- High School Diploma/GED
- Readiness to travel 10% travel annually
- English: Fluent

Preferred

- Information Technology

IBM is committed to creating a diverse environment and is proud to be an equal opportunity employer. All qualified applicants will receive consideration for employment without regard to race, color, religion, gender, gender identity or expression, sexual orientation, national origin, genetics, disability, age, or veteran status. IBM is also committed to compliance with all fair employment practices regarding citizenship and immigration status.