



ESSILOR THE COMPANY

Essilor's mission is improving lives by improving sight. This means our team of over 64,000 dedicated employees work every day to protect and correct eyesight by designing, manufacturing and distributing quality vision care solutions worldwide.

But that's not all. We invest in raising awareness of the importance of good vision, support eyecare professionals, invent new technologies and products, and support philanthropic initiatives because we believe everyone deserves to see life and all its detail with the best vision possible.

The success of the group, which is present in more than 100 countries and worn by over 1 billion people daily is the result of a strategy that has been driven by innovation for nearly 170 years.

SUMMER INTERN PROGRAM DESCRIPTION

Essilor seeks ambitious undergraduate sales talent for an engaging Summer Internship based at our Corporate Headquarters in Dallas, TX. Our undergraduate intern program provides students the unique opportunity to rotate through various Sales functions over the course of 11 weeks while participating in on-the-job training and realistic job previews. Participants will also have access to coaching and mentorship from Executive Sales Leadership.

Essilor will provide housing and transportation to and from the office. Interns will also have an opportunity for travel to various field Sales Districts as a part of the rotation; Essilor will cover all travel expenses during this time.

Successful completion of the Intern Program has the potential to lead to an extended internship, part-time employment or full-time permanent position.

PRELIMINARY SCHEDULE PROGRAM DATE: May 29th – August 10th 2018

Week 1: Onboarding and Orientation

Weeks 2-4: Rotation 1 – Inside Sales

Weeks 5-7: Rotation 2 – Outside Sales

Weeks 8-10: Rotation 3 – Variety of Sales Functional Areas

- Sales Operations & Analytics
- Sales Training
- Marketing
- Pricing
- Strategic Accounts

CRITICAL EXPERIENCES AND SKILL SETS PARTICIPANTS WILL DEMONSTRATE

- Drive and support sales growth over prior year
- Understand Essilor's sales processes to include territory management, analytics, and call cycle planning
- Deliver compelling product presentations
- Demonstrate ability to identify and get to key decision makers
- Uncovering market and customer opportunities
- Ensure customer retention and develop plan for underperforming customers
- Keep customer information and contact activity current in Salesforce.com
- Provide general administrative support for the sales team (information entry, reference).