



CardinalHealth

JOB TITLE: Sales Development Program (SDP)

Headquartered in Dublin, Ohio, Cardinal Health, Inc. (NYSE: CAH) is a global, integrated healthcare services and products company, providing customized solutions for hospitals, health systems, pharmacies, ambulatory surgery centers, clinical laboratories and physician offices worldwide.

The company provides clinically-proven medical products and pharmaceuticals and cost-effective solutions that enhance supply chain efficiency from hospital to home. Cardinal Health connects patients, providers, payers, pharmacists and manufacturers for integrated care coordination and better patient management. Backed by nearly 100 years of experience, with more than 50,000 employees in nearly 60 countries, Cardinal Health ranks among the top 25 on the Fortune 500.

Location – Chicago, IL

Start Date – January 2019

Sales Development Program (SDP)

The Cardinal Health Sales Development Program is an entry-level sales program designed to offer sales training to participants in an environment where they rotate through different departments and locations throughout the year. The program is geared towards recent college graduates interested in the health care industry that are searching for a challenging, rewarding career in a fast-paced, consumer-oriented environment. The goal of the program is to provide participants the tools and experiences to prepare them for a sales position with Cardinal Health. Participants in the program are full-time, benefit eligible employees.

While in the program, participants will:

- Develop and apply business skills
- Experience broad and diverse rotations
- Receive ongoing training and development
- Build relationships through networking
- Accelerate professional development
- Enhance productivity through process improvement
- Bring fresh and innovative ideas to our company

What will participants gain?

The program participants will engage in structured rotations, mentoring, networking, training and stretch assignments will be used to develop participant business, sales and leadership abilities. Participants will immerse themselves in all facets of the Medical business before assuming a full-time, customer-facing sales role in a hospital setting.

Participants will complete multiple rotations over twelve months, primarily in Chicago, IL, with short rotations in Mansfield, MA, Columbus, OH, and additional field travel assisting with product trials and implementation. Upon successful completion of the first 12 months, participants will be hired into a field based sales role as a Sales Associate, advancing to Sales Representative within 6 – 18 months, once all competencies are met. ***Relocation is required for participants in year two of the program.***

Rotations may include, but are not limited to:

- Core Account Management Sales
- Specialty Product Sales
- Extended Care Sales
- Ambulatory Care Sales
- Inside Sales
- Medical Products Distribution
- Pricing & Contracts
- Sales Operations
- Field Sales Territory Management

Qualifications:

This program is designed for current college seniors on track to graduate in December 2018 and recent college graduates who are interested in joining a sales development program and meet the following qualifications:

- Bachelor's degree in Sales, Marketing or a related field
- Recommended GPA of 3.0 or above on 4.0 scale
- Relevant coursework and/or projects
- Previous internship experience recommended
- Strong analytical and communication skills
- Established record of achievement and leadership
- Process and results orientation
- Community service or extracurricular activities
- Willing to travel throughout the training program
- Willing to relocate for assigned field sales representative role
- Must have unlimited work authorization in the United States

**If you are offered a position and you accept that position, the offer is contingent upon the satisfactory completion of a drug test, completion of a background investigation, and demonstrated evidence that you are eligible to work for any employer in the United States.