



Commercial Leadership Development Internship

Position Overview

Lapp Tannehill is currently seeking an eager and talented individual to join the organization for a 12+ week paid internship. This internship offers a unique opportunity to gain hands-on experience through a rotation position. The individual will learn aspects of Marketing, Business Development, Sales Development, Sales Operations & Customer Success as well as other projects as assigned. If you are looking for a growth opportunity, then we may be a good fit for you!

Lapp is a worldwide leader in the wire and cable industry. We are currently looking for highly motivated future leaders interested in a technical sales career to join our distribution division at **Lapp Tannehill**. This position is responsible and accountable for revenue, growth and promoting the sales of products and services to end-user customers within an assigned account base. The Inside Account Manager will have the ultimate responsibility of managing their sales territory and working closely with the Customer Operations staff as well as other functions to achieve individual and company goals and objectives.

Responsibilities / Key learning Objectives:

Rotation: Marketing, Business Development and Sales Development

- Learn how Marketing generates awareness and leads.
- Learn how Business Development does "Marketing Qualification" of leads
- Learn how Sales Development responds to leads and does "Sales Qualification" of leads
- Learn Products: Additional on-the-job familiarization with wire/cable products
- Learn Key Systems

Rotation: Supply Chain, Sales Operations & Customer Success

- Learn how Customer Success manages open orders and customer communication
- Learn how Sales Operations quotes a customer and enters an order
- Learn how Supply Chain decides what to purchase
- Learn how we manage and monitor our Suppliers

Rotation: Customer Facing Selling

- Learn how to move customers through the selling process
- Learn how to develop a prospect through qualifying questions and research

Project Based: Human Resources / Administrative

- Learn the training program/process
- Learn about people sustainability / culture building

Requirements:

- Currently enrolled in an Undergraduate degree program in Business, Sales, Marketing, Supply Chain, Operations Management, Industrial Engineering, or a closely related field. Anticipated graduation date of December 2025 or Spring of 2026
- 3.0 GPA or greater preferred.
- Ability to work 20-30 hours a week throughout the program, within Lapp Tannehill's standard office hours.
- Strong analytical and problem-solving skills.
- Proficiency in Microsoft Office Suite (Excel, Word, PowerPoint).
- Excellent communication and interpersonal skills.
- Ability to work independently and as part of a team.
- Hybrid: In-office three days a week