



**Simpson Strong-Tie**  
**Outside Sales Paid Summer Internship**  
*Stockton, CA*

For 60 years, Simpson Strong-Tie has focused on creating structural products that help people build safer and stronger homes and buildings. Considered a leader in structural systems research, testing and innovation, Simpson Strong-Tie is one of the largest suppliers of structural building products in the world. At Simpson Strong-Tie we value the individual, and the creativity that individuals can bring to the workplace. You join this company for a career, not a job!

This paid internship provides an excellent opportunity for students to gain valuable work experience in the field of technical sales. Interns will learn from our experienced professionals, with the opportunity to put your education into practice. We'll treat you as one of us, involving you in discussions, encouraging your growth and expanding your abilities. Our goal is to provide you with the confidence and skills you need to make an impact in your field after you graduate.

As a Sales Intern, you'll shadow dedicated sales representatives to learn our unique go-to-market technique, how to identify and cultivate new prospects, cross-sell our wide variety of solutions to existing customers, and effectively maintain a mature customer base in the northern California region.

**Learning Opportunities:**

- Learn how to establish and maintain relationships with an array of customers, from home owners and builders to engineers who design buildings.
- Gain experience building displays, maintaining call reports in the Salesforce system, and preparing technical information and presentations for customers.
- Acquire skills to read technical plans effectively.
- Understand how Simpson Strong-Tie helps people build safer structures economically.

**To participate in our paid Internship Program, you should:**

- Have an interest in a career in sales
- Be currently enrolled at an accredited university with preference given to juniors and seniors
- Possess and maintain a driving record which complies with company policy
- Demonstrate excellent communication skills, a strong work ethic, initiative, presentation skills, intermediate PowerPoint skills, and a positive mindset
- Possess mechanical aptitude – safe operation of a saw, drill and hand tools
- Have references who will attest to your strong work ethic
- Be prepared to work hard and have some fun

Interested individuals should send their resume or a completed application to [stocktoncareers@strongtie.com](mailto:stocktoncareers@strongtie.com). The application is available on-line at [www.strongtie.com/careers](http://www.strongtie.com/careers).