Intern - Channel Sales (Germany)

Come work at a place where innovation and teamwork come together to support the most exciting missions in the world!

Apps are our business

Whether it’s applications that connect businesses to their customers or help employees to do their jobs, F5 gives the world’s largest businesses, service providers, governments, and consumer brands the freedom to take their apps from code to customer – faster, safer, and at scale.

We call these solutions multi-cloud application services: packaged tools for app builders that facilitate development, deployment, operations, and security and governance in a multi-cloud world.

Your career starts here

At F5, we understand the importance of combining valuable hands-on work experience with the opportunities to thrive in a supportive working environment.

We know you crave exposure to real-world projects, so we’ve designed a paid internship programme to bring theory to life and nurture the technical and people skills that really matter in a modern workplace.

Our twelve-month commercially focused internship is structured to attract and engage a new generation of talented and ambitious marketers, human resource practitioners, professional services consultants, and salespeople.

In addition to the paid learning experience, you will take part in regular training sessions and be accountable for delivering your own projects. You will have a buddy to mentor and support you. We believe learning is a two-way street, and we expect all interns to have a voice and share their point of view.

Throughout the twelve-month internship, we will evaluate the passion and ability of each intern. If the intern is thriving in the role and loving the experience, there is a strong possibility of a permanent opportunity with F5.

Successful applicants will join our F5 team on 1st August 2020.

Intern: Channel Sales

Your Role:

Our DACH (Germany, Austria, Switzerland) region Channel Sales team work with our partner community on enablement and programs to support their sales of F5 solutions to our customers. There is ‘no typical day’ in this role and it will offer you variety! Once a familiarisation period learning about our partners has been completed, you will own key tasks and projects that will develop your skills and also make a difference at F5.
Reporting to the Manager, Channel Sales DACH you will be part of a virtual regional team of 5. You will be supported by one of our locally based Channel Managers as your buddy whilst you are part of our Program.

Your Typical Day May Involve:

- Representing F5 at industry and partner events and shadowing customer and partner meetings.
- Collaborating with our partners and F5 sales team on market trends and sharing these insights with the team. Your data analysis work will aid in identifying new partners and you will help us to onboard those.
- Coordinating and hosting learning events and webinars for our partners.

You Are:

- Studying a Business based degree, interested in sales and marketing and passionate about the tech industry.
- Accountable for the things you do: you will bring new ideas and challenge how we currently do things.

We’d Love to Hear from You If:

- You enjoy engaging with people and have a positive approach to your work.
- Your attitude is one of ownership, accountability and using initiative.

Why You’ll Love Working at F5:

At F5, your experience is every bit as meaningful to us as it is to you. You’ll have the opportunity to learn and take away:

- As well as our Intern Program on boarding and training, you will have responsibility for projects, enabling you build a great base of commercial skills with a highly regarded tech industry leader.
- Build validated commercial experience with a fast-growth business, including being a contributing member of a regional team with a growing partner network.

This will be a paid Internship for 12-months duration based at our Munich office. Some travel through Germany may be required.

F5 Networks is an equal opportunity employer and strongly supports diversity in the workplace

#LI-PHI

The Job Description is intended to be a general representation of the responsibilities and requirements of the job. However, the description may not be all-inclusive, and responsibilities and requirements are subject to change.

Please apply directly to the role via our F5 Career page: https://ffive.wd5.myworkdayjobs.com/en-US/f5jobs/job/Munich/Intern---Channel-Sales---Germany--RP1015376