Intern – Technical 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: Sales Engineering

Your Role:

Working as part of a highly regarded team of technical sales engineers in our DACH (Germany, Austria, Switzerland) region, our Internship will provide a fundamental understanding of sales and in particular the technical sales role and develop the skills to communicate F5’s solutions.

Reporting to the Director, Systems Engineering for the region our role will be supported by one of our locally based Systems Engineers as your buddy whilst you are part of our Program.
Your Typical Day May Involve:

• Supporting the planning and technical content preparation of F5, customer and partner events such as webinars and instructor led events and build the skills and knowledge to present to small groups.
• Ownership of ad hoc technical sales-related requests from our channel partners and find solutions to a variety of their queries.
• Shadowing the Proof of Concept (POC) process alongside our Sales Engineers - a key technical aspect of the team’s role.
• Developing excellent knowledge and experience of the technical aspects of the sale as we work with our customers through the sales process. This can include accompanying Senior team members and shadowing customer meetings.

You Are:

• Studying a Computer Science or Information Technology degree with a strong commercial interest and motivated to learn about the tech industry.
• Technically proficient in Linux, networking and application security. Some knowledge of DevOps basics would be an advantage.

We’d Love to Hear from You If:

• You are a self-starter with a positive approach and a keen interest in learning.
• You have excellent communication and presentation skills and are able build collaborative working relationships with your peers.

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 onboarding and training, you will build a valuable commercial and technical foundation through work shadowing, on the job learning and taking ownership of value adding tasks.
• F5 technical certifications and opportunities to attend courses at our Munich based technical training facility.

This will be a paid Internship for 12-months duration based at our Munich office.

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

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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---Technical-Sales--Germany--RP1015377