

Job Posting:173972 - Position: W26 Platform Developer Intern - Entry Level Sales Program 2026 173972

Co-op Work Term Posted:	2026 - Winter
App Deadline	10/08/2025 09:00 AM
Application Method:	Through Employer Website
Posting Goes Live:	10/01/2025 02:09 PM
Job Posting Status:	Approved

ORGANIZATION INFORMATION

Organization	IBM Canada Ltd.
Country	Canada

JOB POSTING INFORMATION

Placement Term	2026 - Winter
 Job Title 	W26 Platform Developer Intern - Entry Level Sales Program 2026 173972
Position Type	Co-op Position
Job Location	Toronto, ON or Montreal, QC
Country	Canada
Duration	4 or 8 months
Work Mode	To be confirmed
Salary Currency	CAD
Salary	Salary Not Available, 0 Major List
Job Description	

Introduction

Technology sales at IBM is evolving its way of working to break beyond boundaries with innovative approaches. Preferring to 'show' vs. 'tell', we're looking for undergraduate and graduate students who want to combine their technical interests and education with the people skills needed to prospect and co-create with customers, partners, and colleagues on solutions to our clients' most complex business challenges.

In a world where technology moves at speed, it's essential that we stay ahead of the curve to provide tailored solutions that meet our clients' needs. It's not enough for us to have the technical expertise, we need to be great with people - to empathize, understand, and collaborate on technical solutions that will improve lives all over the world.

This is a summer 2026 position. As a Platform Developer intern within Client Engineering, you'll be a key player in a multi-disciplinary team made up of Architects, AI Engineers, Designers, and Business Technology Leaders. The brightest and creative minds collaborating with clients as one team and contributing to experiential working sessions and builds. The outputs of which produce pilots that lead to deployment of enterprise-scale solutions at start-up speed.

IBM's Sales Internship Program culture will set you up for positive impact and success, whilst ongoing development will continually advance your skills. Our sales environment is collaborative and experiential. Part of a team, you'll be surrounded by bright minds - always willing to help- as you apply passion to work that will compel our clients to invest in IBM's products and services.

Your role and responsibilities

As a Platform Developer intern within IBM Client Engineering, you'll help deliver unique client co-creation experiences to accelerate their transformation. You'll be involved in all aspects of integrated solutions, from identifying requirements to make technical decisions that impact the business case. Your role will be to work with cross-functional teams to realize the full potential of our hybrid cloud and AI solutions and prove business value to our clients.

Your primary responsibilities will include, but not be limited to:

- **Cloud Expertise:** Leverage contemporary hybrid cloud skills (ex. AI, analytics, DevOps, DevSecOps, IaC, security, networking, and storage) with deep industry expertise and understanding of your dedicated set of clients' businesses.
- **Value Communication:** Define and communicate the differentiated value of IBM's technology both technically and commercially.
- **Technical Leadership:** Participate in client sessions that include a broad range of public and hybrid cloud technologies, such as Red Hat OpenShift, IBM Cloud Paks, and Kubernetes.
- **Solution Support:** Support the solutions architecture plan and be a hands-on "builder" in client-facing engagements. Advise on solution architecture to align with platform best practices and focus on our clients' target environment to ease transition to deployment.
- **Transition to Deployment:** Provide a seamless transition to our clients by working with deployment teams to transition platform assets and information.

Job Requirements

Required education

High School Diploma/GED

Preferred education

Bachelor's Degree

To be successful in this role, you will need:

- Confidence to contact and engage potential new customers and deliver an elevated experience.
- Motivation to achieve sales, business objectives and high client satisfaction.
- Strong analytic, problem solving, and troubleshooting skills combined with an agile process.
- Embrace curiosity and a growth mindset.

Readiness to travel up to 50% annually.

Required technical and professional expertise

- **Actively Enrolled:** Registered undergraduate or graduate university student.
- **Education:** Seeking B.S. or M.S. degree in Computer Science, Computer/Electrical Engineering, Information Systems or equivalent technical degree/experience.
- **Programming:** Working knowledge in at least one common cloud native programming language (Java, Python, HCL, Rust, Ansible, or language in similar discipline.)
- **Tech Savvy:** Conversant about cloud technology, latest industry trends and how it is being applied to address business challenges.
- **Team Player:** Demonstrates team collaboration and can navigate different communication styles.
- **Excellent Communication Skills:** Possess verbal, written, and interpersonal skills that are engaging, compelling and influential.
- **Self-Starter:** Growth mindset, motivated to work with clients and can lead projects independently.

Preferred technical and professional experience

- Experience in deploying and operating solutions on AWS, Azure, IBM Cloud, or Google Cloud.
- Relevant technical certifications (e.. CNCF, AWS, IBM Cloud, Azure, Google Cloud, DevOps).

OTHER RELEVANT JOB DETAILS

Must have the ability to work in Canada without sponsorship.

This role will involve working with technology that is covered by Export Regulations sanctions. If you are a Foreign National from any of the following US sanctioned countries (Cuba, Iran, North Korea, Syria, and the Crimea, Luhansk, Donetsk, Kherson, and Zaporizhia regions of Ukraine) on a work permit, you are not eligible for employment in this position.

Citizenship Requirement

N/A

APPLICATION INFORMATION

Application Procedure

Through Employer Website

Special Application Instructions

Please click the "I intend to apply to this position" button on SCOPE and also submit your application via the employer's website.

Application Link:

https://ibmglobal.avature.net/en_US/careers/JobDetail?jobId=62007

Applications are accepted on a rolling basis and the posting may be expired at any time by the employer as submissions are received.

Students should submit their applications as soon as they are ready.