

## **Job Posting: 177049 - Position: S26 Digital Sales Specialist Intern - Entry Level Sales Program 2026 177049**

<b>Co-op Work Term Posted:</b>	2026 - Summer
<b>App Deadline</b>	01/20/2026 09:00 AM
<b>Application Method:</b>	Through Employer Website
<b>Posting Goes Live:</b>	01/13/2026 12:45 PM
<b>Job Posting Status:</b>	Approved

### **ORGANIZATION INFORMATION**

<b>Organization</b>	IBM Canada Ltd.
<b>Country</b>	Canada

### **JOB POSTING INFORMATION**

<b>Placement Term</b>	2026 - Summer
<b>&lt;b&gt; Job Title &lt;/b&gt;</b>	S26 Digital Sales Specialist Intern - Entry Level Sales Program 2026 177049
<b>Position Type</b>	Co-op Position
<b>Job Location</b>	Montreal, QC
<b>Country</b>	Canada
<b>Duration</b>	4 months
<b>Work Mode</b>	Hybrid
<b>Salary Currency</b>	CAD
<b>Salary</b>	0.0 per hour for 0 Major List
<b>Salary Range \$</b>	62,900.00 - 88,800.00/ year
<b>Job Description</b>	

#### 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 recent graduates 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.

A Digital Sales Specialist intern role within IBM means you're providing clients with the heartbeat of their digital enterprise. A subject matter expert on a solution that's secure, reliable, scalable, sustainable, and can integrate with hybrid cloud and AI, you'll be co-creating with colleagues and clients to deliver the engine that sits at the centre of their digital transformation's success. IBM's comprehensive onboarding and industry leading learning culture will set you up for positive impact and success, whilst ongoing development will continually advance your career. Our sales environment is collaborative and experiential. Part of a team, you'll be surrounded by bright minds - always willing to help and be helped- 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 Digital Sales Specialist Intern, your primary goal will be to qualify leads and convert them into new business opportunities. You'll collaborate with colleagues across the Sales team advising and supporting on new business engagements throughout the

critically important early phases of the sales cycle and helping to lead prospects to our award-winning solutions.

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

- \* Sales Prospecting: Apply IBM's sales methodology to identify new clients and opportunities for expansion with existing clients through multiple channels (email, phone, video creation, social media) - this includes a considerable amount of cold calling.
- \* Continuous Learning: Stay updated and continually improve your expertise to become a trusted expert for clients.
- \* Support Deal Closure: Engage IBM partners and your extended team to jointly progress and close deals.
- \* Social Selling: Engage in social selling activities to build thought leadership and influence potential clients.

This could include recording video outreach campaigns, social media posts, etc. 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.
- \* Aptitude to utilize selling technologies to network, engage clients, and identify new business opportunities.
- \* Embrace curiosity and a growth mindset.

You may work with any of the following technologies: Analytics, Artificial Intelligence, Automation, Cloud, Security, Sustainability, or Systems Hardware.

Readiness to travel up to 10% annually

### **Job Requirements**

Required education

Bachelor's Degree

Preferred education

Bachelor's Degree

#### **Required technical and professional expertise**

- \* Actively Enrolled: Registered undergraduate or graduate university student.
- \* Education: Seeking B.S. or M.S.degree in Business, Communications, International Relations, Management Information Systems (MIS), Engineering or similar disciplines.
- \* Client Focused: Asks open-ended questions and understands needs 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: Motivated to work with clients and can lead projects independently.

#### **Preferred technical and professional experience**

- \* Prior work experience in client sales or service.

**Citizenship Requirement**                    N/A

## **APPLICATION INFORMATION**

**Application Procedure**                    Through Employer Website

#### **Special Application Instructions**

APPLICATION LINK: [https://careers.ibm.com/en\\_US/careers/JobDetail?jobId=80595&source=WEB\\_Search\\_NA](https://careers.ibm.com/en_US/careers/JobDetail?jobId=80595&source=WEB_Search_NA)

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

**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.**