

SDS Intern Programme

Global Solutioning intern

Location: Cork,

At Dell, we are committed to bringing innovation to people everywhere and organizations of all shapes and sizes so they can transform and thrive in the digital economy.

As the **solutioning intern** with Dell, your primary responsibility will be to **analyze customer request and develop a custom service offer including pricing that will potentially result in a customer sale. You will work with internal service delivery and sales resources to develop this offer.**

We are looking for interns who are eager to learn and are able to adapt easily to meet the needs of our rapidly evolving business. You'll enjoy your internship with us if you are customer focused, a team player and like to challenge the norm.

What our team do:

- Support services sales by developing custom service offers
- Custom service offers are designed from Dell techs services portfolio including deployment of any hardware or software in the datacenter or at end user, support services, consulting services and managed services.

What you can learn (Max 5 bullet points):

- Develop Knowledge of Dell technologies product and services portfolio
- Detailed knowledge of how services can help transform a piece of tin into a competitive advantage
- Scoping, pricing interaction with sales makers all help get the FT role
- Stakeholder interactions. Diversity of offers – each custom offer is different

You will be working on (Max 5 bullet points):

During your internship you will be fully trained and working on:

- Creation of a statement of Work
- Creating a price based on the cost of appropriate resources in potentially multiple countries.

You should apply if you enjoy (Max 5 bullet points):

- Understanding technology and the benefits of services to technology
- Working with sales makers to find a solution to customer requests
- Adapting to new requests. Enjoying learning on the fly with each opportunity

Throughout your internship you will have the support of the intern team, which includes:

- Being part of Employee Resource Groups ([ERG's](#))
- You will be assigned a Buddy who will be there to support you with all questions and will work on projects with you
- You will be part of an Intern programme, where you will attend an intern bootcamp on arrival, you will be given the opportunity to grow your network and attend various self-development trainings

Closing date:

The intern interview process will be completed in October.

Company Description:

Dell is committed to the principle of equal employment opportunity for all employees and to providing employees with a work environment free of discrimination and harassment. All employment decisions at Dell are based on business needs, job requirements and individual qualifications, without regard to race, color, religion or belief, national, social or ethnic origin, sex (including pregnancy), age, physical, mental or sensory disability, HIV Status, sexual orientation, gender identity and/or expression, marital, civil union or domestic partnership status, past or present military service, family medical history or genetic information, family or parental status, or any other status protected by the laws or regulations in the locations where we operate. Dell will not tolerate discrimination or harassment based on any of these characteristics. Dell encourages applicants of all ages. Read the full Employment Opportunity Policy [here](#).