

DishOne Summer Sales Internship

“You don’t have to be great to start, but you have to start to be great” – Zig Ziglar

“Whether you think you can or you can’t; you’re right” – Henry Ford

“There are no traffic jams along the extra mile” – Roger Staubach

“It’s hard to beat a person who NEVER gives up” – Babe Ruth

WHAT IS THE INTERNSHIP?

DishOne is the official face-to-face sales arm of DISH Network. Our internship gives students the opportunity to learn about the exciting Pay TV industry; our consumer, our product, our technology, and our competition. Interns receive best-in-class training and engage in applicable practice ahead of their internship to provide the best opportunity for a successful summer with DishOne.

During the summer internship, students will utilize the latest in technology to identify, engage, and acquire new customers through door-to-door sales. The typical schedule is as follows for Monday to Saturday:

- 11:00am to 12:00am– Correlation Meeting
- Noon to 1:00pm – Lunch
- 1:00pm to 1:30pm – Drive to area
- 1:30pm to 9:00pm – Knocking

HOW IS THIS DIFFERENT FROM OTHER DOOR-TO-DOOR SALES JOBS?

This internship is more than a typical sales job and we create that distinction in a few very important ways.

- DISH and DishOne executives will visit the student office monthly to engage them on a variety of business topics including, but not limited to: Creating Marketing Plans, Building a Brand, Entrepreneurship, Finance and Facilitation & Training Techniques.
- Sales Vice President’s and Regional Managers will visit each site monthly to demonstrate and teach Leadership and Motivation.
- Students are required to develop and deliver two correlations on the topic of their choice, related to the internship
- Students are required to complete a Consumer Behavior Analysis (CBA) project with applicable recommendations to DISH/DishOne on how to increase sales and the potential benefit to the company
- The top 10 students from the internship program will come to DISH’s Corporate Headquarters to present their CBA projects to DISH and DishOne Executives
- We offer 10 - \$500 and 2 - \$1000 scholarships to Interns within the program based on performance

STUDENT LEARNING OUTCOMES

Upon completion of this internship, students will be able to

- Conduct a consultative sale
- Exhibit leadership and show personal growth
- Develop character skills that will guide them throughout their careers

A student begins the Internship with focused training on the skills and knowledge required to do the job. Students learn the intricacies of a DISH sale, DISH products and services, and soft sales skills necessary to create personal connections to make the sale. Our curriculum combines online and in-person training with role-play and application.

Throughout the course of the summer students undergo a transformation in their leadership ability, work ethic, and interpersonal communication skills. Their character becomes stronger and they leave the internship knowing they can not only accomplish, but succeed, at anything they put their mind to. They’re able to start a conversation with anyone and articulate fine detail succinctly. They learn the importance of goal setting and how to stay focused on goals until they’re accomplished. Students return from the internship more prepared for class, their future careers, and their personal lives.

SCHOOL BENEFITS

Students who can complete this internship become leaders. Plain and simple. They are willing to outwork, outsmart, and outshine their peers. Students become eligible for full-time employment at DISH and for those who choose to pursue employment elsewhere, we provide the same resume workshops, mock interview opportunities, and letters of recommendation from our Senior Leadership team.

DishOne loves to be involved with your University. In-classroom opportunities, creating and developing sales competitions to practice applicable skills, and general mentorship of Sales Students; each and every opportunity to work with a student is valuable to us. We are looking for schools that want partners, not sponsors. With a dedicated staff that is committed to the success of our interns, we feel that DishOne provides opportunity for students, the faculty, and the University.