

Account Management Summer Internship

Location

Fort Myers, FL

Role Description

The Account Management Summer Internship is a comprehensive 10-week program in the Gartner midsize enterprise sales channel. Interns perform job functions similar to those of full-time Account Managers (AMs), who manage a group of named accounts, retain and grow existing client relationships, and forge relationships with prospective clients.

- Gain real-world experience in a high-performance sales environment
- Receive extensive training through a variety of learning outlets
- Interact with AMs to better understand how they manage and service C-level clients while growing their business through prospect acquisitions
- Work directly with prospect and client accounts to achieve outlined business goals
- Complete a final project, involving a case study presentation based on midsize enterprise channel opportunities and knowledge gained from the internship program

Requirements

- College or university junior, with expected graduation within one year
- Willing to relocate to Fort Myers, FL, for the duration of the program
- Superior communication skills
- Excellent organizational skills
- 3.0 or above GPA preferred
- Leadership or work experience

Compensation and Benefits

- Paid internship
- Opportunity to earn performance-based bonus at program's end
- Relocation assistance (if applicable)

Additional Details

- Gartner is an Affirmative Action-Equal Opportunity Employer.
- Gartner is an Equal Opportunity and Affirmative Action Employer committed to the value of workforce diversity. Gartner does not discriminate on the basis of race, religion, color, sex, age, non-disqualifying physical or mental disability, national origin, sexual orientation, gender identity or expression, veterans status, or any other basis covered by applicable law. All matters relating to employment with the Company are based on, and operate according to, the principle of merit.
- If you would like to be considered for employment opportunities with Gartner and need special assistance due to a disability or accommodation for a disability, please send us and email at Applicant.Assistance@gartner.com.

