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Sales Operations Rotational Program



**Orthopaedics
Group**



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The Sales Operations Rotational Program gives talented graduates an early opportunity to advance their careers by helping them garner core business competencies and develop leadership skills. Sales Operations sets direction and drives the top line by orchestrating the collaboration of creative business processes and cutting-edge management information systems. Our teams have established initiatives in revenue management, sales performance management, and cloud-based analytics to push the frontier of data research. By capturing and analyzing big data we are able to answer key business questions, make informed decisions, and support sales cycle execution in the continuously evolving healthcare market.

The program is aimed at bright, driven students who want to build a career at Stryker. Those who are selected gain valuable experience in our rigorous business processes and systems. Individuals will advance from the program with an abundance of marketable skills and a well-balanced understanding of the functions of Sales Operations. The Associate Analyst starts his or her career as part of an elite development program where he or she will immediately have a real business impact. The philosophy is simple: hire exceptional graduates and give them the opportunity to excel.

Program overview



Five rotations

- Master data
- Sales compensation
- Sales information
- Strategic pricing
- Contracts and pricing



Headcount commitment

- Full-time hires



Presentation to senior leaders

- Capstone project



Events

- Product showcases
- Mako robot demo
- Sales branch visit
- Meeting with senior leaders
- Networking



Career link

- <http://careers.stryker.com>



Requirements for rotational program

- Currently working on completion of Bachelor's degree in Business, Finance, Economics, Management Information Systems, Data Analysis, Mathematics, or related field
- 3.2 GPA or above
- Excellent written and verbal communication skills
- Strong organizational, problem-solving, and analytical skills; able to manage priorities and workflow
- Versatility, flexibility, and a willingness to work within constantly changing priorities with enthusiasm
- Ability to exercise independent judgment and leadership
- Proficient on basic computer programs: Microsoft Excel, Word, PowerPoint, Access, SharePoint
- Proven ability to handle multiple projects and meet deadlines
- Eligibility to work in US

Benefits to recent graduates



- Escalated career progression
- Hands on experience with high visibility projects and initiatives



- Exposure to senior leadership
- Exposure to multiple business units, sites and leaders



- Understanding data analysis, discovery, and visualization



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