OUR COMPANY

STABILITY: Founded in 1866, Sherwin-Williams is the industry leader in providing top quality coatings and related products to paint contractors, manufacturers, industrial users, and the retail trade.

A CULTURE OF EXCELLENCE: Recognized among Fortune Magazine’s “100 Best Companies to Work For” and rated by Forbes.com as one of “America’s Top 100 Trustworthy Companies”, seven core values drive the Sherwin-Williams culture and our company. These values: Integrity, People, Service, Quality, Performance, Innovation, and Growth, are reflected in our people, our products, and our business practices and relationships.

OUR BRANDS: In addition to the Sherwin-Williams® brand, we manufacture and sell products under several other well-known and respected brand names such as Dutch Boy®, Krylon®, Minwax®, Thompson’s®, Pratt & Lambert®, Duron®, and Purdy®, to name a few.

OPPORTUNITIES FOR ADVANCEMENT: Sherwin-Williams reports that over 90% of placement into managerial and professional positions comes from within the Company. We provide the necessary training and tools to assist our employees with taking an active role in defining their own career path.

MANAGEMENT/SALES TRAINING PROGRAM

Overview: Our Management/Sales Training Program (MTP) prepares you for a successful career in management and outside professional sales at locations throughout the nation. The Program combines structured, on-the-job training, self-study modules, classroom instruction, and ongoing education throughout your career in the areas of sales, marketing, financial management, store operations, merchandising, customer service, and human resource management.

TRAINING & DURATION:
- **Phase 1:** Approximately six to eight weeks in a training store, this phase prepares you to sell our products and service our customers. This experience is concurrent with our Store Training and Reference Tool System (click S.T.A.R.T.), a workbook and series of CD’s that teach you the basics of our business.
- **Phase 2:** One week of classroom training in one of our four training “campuses”, located in Atlanta, GA; Cleveland, OH; Dallas, TX; and Philadelphia, PA.
- **Phase 3:** Approximately 12 to 20 months in the Assistant Manager/Operations Manager position, followed by advancement to a Store Manager or Outside Sales Representative position.

ELIGIBILITY & REQUIREMENTS:
- College graduate (business majors preferred) with a minimum GPA of 2.5;
- Eligible to work in the United States on a full-time basis, without sponsorship or restrictions;
- Willingness to relocate for first assignment and career advancement;
- Valid Driver’s License;
- Excellent communication skills, a good work ethic, and interest in an active, ‘roll-up-your-sleeves’ type of environment are essential;
- Preference given to candidates with experience in sales, customer service, food service, or construction.

COMPENSATION & BENEFITS: We offer a competitive base salary, plus incentives based on performance. Benefits include: health, dental, and vision care; life insurance; disability insurance; 401k/stock purchase plan; company-paid pension investment plan; tuition reimbursement; employee assistance program; and various discount programs.

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Sherwin-Williams Careers –
Management and Sales Training Program

start your journey
**OVERVIEW:** Our Management/Sales Training Program (MTP) prepares you for a successful career in management and outside professional sales at locations throughout the nation. The Program combines structured, on-the-job training, self-study modules, classroom instruction, and ongoing education throughout your career in the areas of sales, marketing, financial management, store operations, merchandising, customer service, and human resource management.

**CAREER PATH**

The Management/Sales Training Program equips you to take one of two career paths, both of which can lead to high-level management positions within the Paint Stores Group.

Once you have completed the Management/Sales Training Program, you can choose to pursue the store management path or the sales path. During your time in the MTP, you'll learn what it takes to succeed within each position along both career paths.

**QUESTIONS?**

Check out the FAQ section of our website at [www.sherwin.com/about/careers/paths/mtp/faqs](http://www.sherwin.com/about/careers/paths/mtp/faqs).

**HOW TO APPLY**

Please see your Career Services Office for our on-campus interview schedule or apply online at [www.sherwin.com/mtp](http://www.sherwin.com/mtp).

Apply online at [www.sherwin.com/mtp](http://www.sherwin.com/mtp)

Management/Sales Training Program positions and College Internships Available.
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