Dream Big.  
Be Bold.  
Go Places.

Achieve your goals and exceed the limits of possibility at Gartner — our exceptional training and onboarding program gives you the confidence, conviction and skills you need for the journey.

gartner.avature.net/campus
Who Is Gartner?

Gartner, Inc. (NYSE: IT) is the world’s leading research and advisory company. We help business leaders across all major functions in every industry and enterprise size with the objective insights they need to make the right decisions. Our comprehensive suite of services delivers strategic advice and proven best practices to help clients address their mission-critical priorities.

With over 13,000 associates worldwide in 100 countries, working with 73% of the Global 500, Gartner has a clear strategy to capture an untapped market opportunity estimated at $61 billion. This currently untapped market opportunity and our growth creates a world of opportunity for you to advance and lead.

Why Join Gartner:

• Some companies promise career development, but our consistent double-digit growth means new opportunities are always available. How far you go is up to you.
• Work alongside and learn from strong, inquisitive, performance-driven associates in an environment that thrives on expert analysis, bold ideas and intellectual courage.

We provide an environment for:

• Exceptional professional development
• Learning and growing, every day
• Working with talented colleagues and industry thought leaders
• The opportunity to make a real impact at a growing company
• A great career that is fun and rewarding and provides a top-tier benefits package
• A culture of diversity

Why Choose a Sales Career:

• Sales is the machine and foundation of every organization, opening doors to learn how great companies work.
• Sales enables you to take control of and be responsible for your own earning potential and career success.
• Sales challenges you every day in an environment of continuous learning and development.

Being a sales person at Gartner is like being a strategic advisor. Gartner believes in value-based selling, which means understanding the needs and challenges of your clients to provide them with the best solution available to help achieve their goals.

A career in sales at Gartner means:

• The opportunity to be exposed to many C-level executives
• Uncapped commission plan
• Robust training and development
• Finding the right solutions to solve client problems
• Being rewarded for your commitment and capabilities
• Working for a company that supports you in growing and embracing new opportunities

“The people and culture are the reason I came to Gartner and the reason I stay. Everyone is smart, driven and going places. There’s so much I can learn from everyone around me, I’m challenged to get better every day and I feel supported not just by my team but also by management.”

T.J. Brown, Gartner Account Executive (University of Houston, Class of 2014)
The Opportunities:

Location: Fort Myers, Florida

The Midsize Enterprise Account Executive role at Gartner offers unlimited growth potential into outside sales and leadership with positions around the globe. Midsize Enterprise Account Executives are responsible for developing relationships with C-level executives. They work with clients and prospects in a specified territory to ensure they understand and receive maximum value from their Gartner services.

You are:

• Someone who understands how to succeed in a consultative, value-selling environment
• Interested in understanding how technology impacts and develops business
• A strong communicator, able to develop and conduct effective presentations with C-level/senior executive clients
• Curious, ambitious and motivated, with a desire to surpass your professional and personal goals
• Articulate, organized and results-oriented
• A strong student with a 3.0 or higher GPA, and leadership or work experience

You will:

• Grow our business by engaging C-level executive clients and prospects while maintaining a quota within a specific territory
• Retain current clients while working to increase their satisfaction and account growth
• Leverage world-class training and mentoring programs to track your performance and exceed your goals

Summer Internship Opportunity
Gartner will:

• Offer 10 weeks of on-the-job training to learn about Gartner, our unique value proposition and consultative selling techniques
• Assign an internship buddy and manager to coach you through the 10-week experience
• Provide unlimited networking opportunities
• Offer bonus incentives to all qualifying interns
• Provide housing during the internship

Fall/Spring Internship Opportunity
Gartner will:

• Offer 20-30 hours a week of on-the-job training to rising college seniors with an expected graduation date within one year
• Pay a competitive salary with the opportunity for a performance-based bonus upon program completion
• Provide best-in-class training
• Extend full-time job offers to exceptional performers
• Provide housing for out-of-town students for the entirety of program

Full-Time Opportunity
Gartner will:

• Offer an extensive 8-10 week classroom-based SOAR (Sales Onboarding and Readiness) Training, equivalent to a graduate program, to learn about Gartner, our unique value proposition and consultative selling techniques.
• Assign you a personal mentor and a management team that prepares you to acclimate to Gartner, meet and exceed your quotas, and advance your career with the company.
• Reward your accomplishments with a competitive base salary, uncapped commissions, exceptional benefits and generous paid time off. Top performers receive all-expense-paid trips to exotic locations such as Hawaii, Sydney and Mexico.
Why move to Fort Myers?

Home to more than 750 associates, the Gartner Fort Myers, FL, office is the company’s second-largest in the U.S. and its largest sales office globally. The Fort Myers community is quickly growing, and there’s much to explore.

Here are the top 7 reasons you should move to sunny Fort Myers:

1. **Fort Myers is quickly attracting young professionals.** With a growing number of corporations setting up their headquarters in the area, including Gartner, many young professionals are moving into the area. To support this influx, the Fort Myers Chamber of Commerce holds networking opportunities for young professionals.

2. **Money goes further.** The cost of living is 5% below the national average, and Florida has no state income tax!

3. **Up-and-coming city.** In addition to its rapid growth rate, Fort Myers is currently in the midst of a complete revamp of its downtown area. And according to Bloomberg Business, the greater Naples area is ranked No. 1 in the country for economic growth — over Denver, Austin, Portland and San Francisco!

4. **Sports fan?** The Boston Red Sox and Minnesota Twins have their spring training facilities in Fort Myers, a minor league hockey team is nearby and Florida Gulf Coast University offers great college basketball.

5. **Shop till you drop.** The Gulf Coast Town Center is close to the Gartner office, and the Miromar Outlets and Coconut Point are a 20-minute drive. Or head down to Naples to check out Mercato for its shopping and high-end restaurants.

6. **The great outdoors.** On the water, there are fishing excursions, kayak rentals, jet boat tours and more year-round activities, including Cypress Slough. Inland, Koreshan State Park has numerous hiking trails and campsites. More than 50 area golf courses are home to PGA tournaments! Nearby Naples has the most golf courses per capita.

7. **Beaches.** Two of the top beaches in Florida are within an hour’s drive, and Fort Myers Beach, Lover’s Key, Sanibel Island and Bonita Beach are all nearby. Miami, Tampa and Orlando are only a couple of hours away.

“As you think about starting your career, there’s no better place to begin than at Gartner. With best-in-class training, coaching and tools, Gartner Americas Midsize Enterprise Sales is the perfect springboard. You won’t find a better foundation than here in Fort Myers — you ARE going to achieve your goals, and we are going to help you get there.”

Greg Arlington, GVP, Americas Midsize Enterprise

**Questions?**

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