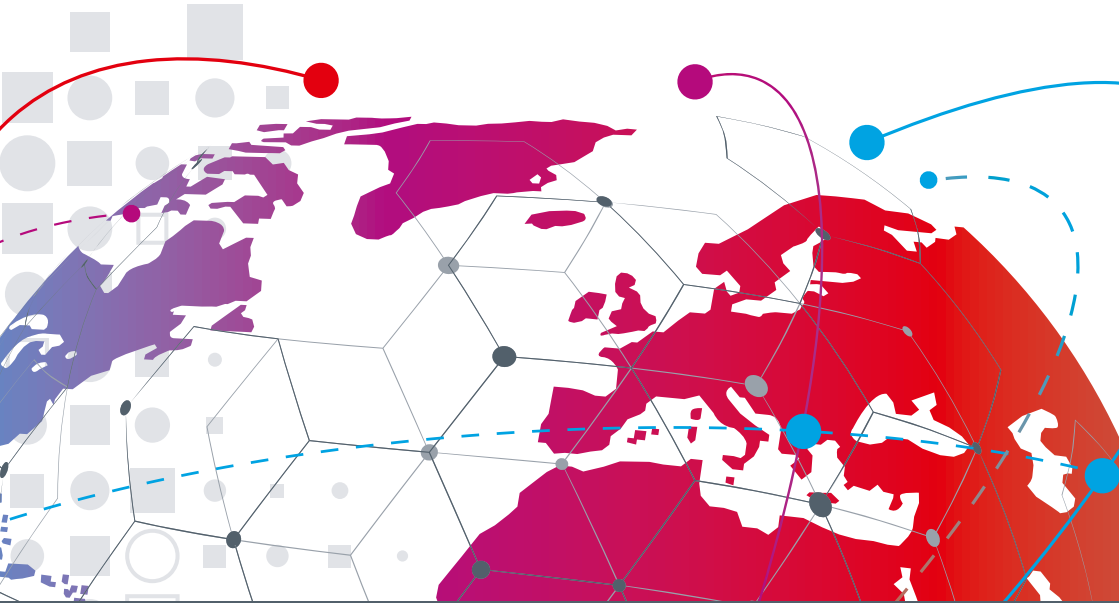




# WELCOME TO **YOUR FUTURE**



**GLOBAL OPPORTUNITIES FOR YOUR CAREER**



**BW** Converting Solutions



BW Converting Solutions



# A WORLD OF OPPORTUNITIES

## ROTATIONAL DEVELOPMENT PROGRAM

The program's focus is on building the core business and technical skills needed to create the foundation for a successful career. This is a progressive and challenging program that provides team members a breadth of unique opportunities in various aspects of engineering and technical sales to help enhance **the experience of graduates transitioning from student to full-time professional.** Positions will be located in one of the locations of BW Converting Solutions.

For more information: [www.barrywehmiller.com/careers](http://www.barrywehmiller.com/careers)

## TWO DIFFERENT CAREERS

**TECHNICAL SALES** Rotational Development Program (**TSRDP**) is all about developing the next generation of industry leaders and technical sales experts. Participants will develop a global, business oriented, cross-functional understanding of BW Converting Solutions while learning the fundamentals within the commercial sphere.

Multi-rotational assignment program focused on building commercial capabilities in roles including (but not limited to):

- **Engineering**
- **Account Management**
- **Customer Service/Inside Sales**
- **Negotiation & Presentation**
- **Sales Analysis & Processes**

### EDUCATION & EXPERIENCE

- Degree in Engineering, Business, or related field
- Must be willing to travel domestically and internationally
- Project or team member experience
- Previous technical internship/co-op or relevant experience
- Excellent interpersonal and communication skills



**INNOVATION AND SUSTAINABILITY**



**GLOBALIZATION AND FLEXIBILITY**



**GROWTH AND SUCCESS**



**2-year rotational program**



**Assignments throughout the organization**



**6-month assignment**



**Ongoing mentoring by top executives**

The **ENGINEERING** Rotational Development Program (**ERDP**) is all about developing the next generation of industry leaders and technical experts. Participants will develop a global, business oriented, cross-functional understanding of BW Converting Solutions while learning the fundamentals within the engineering sphere.

Multi-rotational assignment program focused on building technical capabilities in roles including (but not limited to):

- **Design & Development**
- **Mechanical/Electrical Engineering**
- **Project Management**
- **Analysis**

### EDUCATION & EXPERIENCE

- Degree in Engineering
- Must be willing to travel domestically and internationally
- Project or team member experience
- Previous technical internship/co-op or relevant experience
- Excellent interpersonal and communication skills



**BW Converting Solutions** is a strategic alliance of resources and services that brings together five Barry-Wehmillers companies – Paper Converting Machine Company (PCMC), Winkler + Dünnebier (W+D), STAX Technologies, Hudson-Sharp, and Northern Engraving and Machine. These industry leaders offer trusted brands and innovative technologies in the design, manufacture, and service of high-performance converting and packaging machinery for the tissue, nonwovens, hygiene, bag-converting, mailing, and printing industries.

**5** LEADING COMPANIES ALWAYS GROWING

**20** PLANTS AND OFFICES AROUND THE WORLD

**+1580** TEAM MEMBERS WORLDWIDE

**10%** MORE EMPLOYEES PER YEAR  
IN THE LAST 24 MONTHS

**BW** Converting Solutions



**ONE Global Team - Better Together**



Paper Converting  
Machine Company



Winkler +  
Dünnebier



STAX Technologies  
TISSUE PACKAGING SOLUTIONS

HUDSON-SHARP



Northern Engraving  
and Machine

[www.bwconvertingsolutions.com](http://www.bwconvertingsolutions.com)