Experienced Commerical Leadership Program (ECLP)
MBA Leadership Program

“The reason people come to work for GE is that they want to be about something that is bigger than themselves ... a company that’s doing great things in the world.”
– Jeff Immelt, Chairman & CEO

BASIC QUALIFICATIONS FOR U.S. AND INTERNATIONAL CANDIDATES

• Demonstrated achievement and leadership in sales and/or marketing
• Excellent communication skills and ability to embrace change
• Strong analytical skills and expertise aligned with a GE business segment
• 5-8 years commercial experience, MBA or master’s
• Unrestricted work authorization in the country candidate intends to be hired
• Geographic mobility within hiring geography/country

CANDIDATES WITH UNRESTRICTED U.S. WORK AUTHORIZATION

• If GE ECLP is recruiting on your MBA campus, apply through your Career Services Office
  OR
• If GE ECLP is not on campus, apply at ge.com/ECLP**
• All final round interviews for U.S. candidates will be held on November 3 and 4 in Connecticut*

CANDIDATES WITH WORK AUTHORIZATION OUTSIDE U.S.

• Submit resume and cover letter to ge.com/ECLP**

*GE is an equal opportunity employer. Legal authorization to work in the U.S. is required. We will not sponsor individuals for employment visas, now or in the future, for this job.
**In order to satisfy requirements by the U.S. Department of Labor and the Office of Federal Contract Compliance Programs (OFCCP), you must complete GE’s online application to be considered for employment.

ECLP blog website: eclpblog.com

Be a Leader Who Will Drive Growth.
Snap to watch and learn more about our eclp online or watch the video at ge.com/eclp/video

Tomorrow’s Calling You. geeclp.com
The GE Experienced Commercial Leadership Program is the premier development opportunity for GE’s future sales and marketing leaders.

At GE we grow leaders. We grow businesses, brands and lead industries. We grow with sustainability and responsibility. But every successful company needs a strong foundation, talented people who believe in making the world a better place.

**PROGRAM SUMMARY**

- Three high-impact eight-month assignments in one of our businesses: GE Technology Infrastructure, GE Energy, GE Enterprise Programs (Corporate), GE Capital, or GE Home & Business Solutions
- Projects designed to build sales strategy, marketing and leadership skills
- A comprehensive six week in-residence global training curriculum

**WHY ECLP**

Founded by Jeff Immelt in 2002, the purpose of the Experienced Commercial Leadership Program (ECLP) is to develop talented individuals with previous marketing and sales experience into commercial leaders. It takes skill and experience to be a leader who will drive growth at GE. ECLP includes three elements that will give you the opportunity to differentiate and accelerate your career.

- **Exposure:** Work closely with senior executives on their top-priority business initiatives
- **Impact:** Apply your skills and gain leadership perspective through challenging, high-impact assignments
- **Training:** Learn sales strategy, marketing and leadership skills from professional trainers and GE executives alongside ECLP members from around the world

**TRAJAN BAYLY**

“The exposure to multiple initiatives and people, while leading and driving a variety of projects for two years, provided me the perspective, learning, and development to succeed in the GE roles I’ve had since ECLP.”

**Current role:**

- Director healthymagination – Global Commercial Operations

**Rotations during ECLP**

- GE Supply, GE Corporate, GE Security, GE Appliances

**Most memorable ECLP (or GE) experience:**

- When Jeff Immelt stood at the podium and announced the launch of healthymagination

**From your viewpoint, what makes ECLP unique?**

- The opportunity to explore and drive value globally across many industries and markets

Tomorrow’s Calling You.

geeclp.com
Technology Infrastructure

Around the world, we are helping build the healthcare, transportation and technology infrastructure of the new century. Many of GE’s fastest growing businesses are in GE’s Technology Infrastructure segment.

**Aviation**
Commercial and military jet engines as well as integrated systems for aircrafts, with a global service network to support these offerings.

**Healthcare**
Dedicated to detecting disease earlier and to helping physicians tailor treatment for individual patients.

**Transportation**
A global technology leader and supplier to the railroad, marine, drilling, wind and mining industries.

Energy

GE’s Energy segment is leading the field in the development, implementation and improvement of the products and technologies that harness our resources such as wind, oil, gas and water.

**Energy**
Integrated product service solutions in diverse areas of the energy industry including coal, oil, natural gas, nuclear energy and renewable resources such as water and wind energy.

**Oil & Gas**
Advanced technology equipment and services for all segments of the global oil and gas industry.

**Water & Process Technology**
Water treatment and purification, water reuse, water recovery, waste-water, mobile water, water services and process systems solutions.

Enterprise Programs, GE Corporate

At GE Corporate, the Enterprise Programs team is focused on working with GE customers and prospects to represent the cross GE portfolio of products and services. ECLPs will analyze assigned markets, prioritize sales targets, conduct customer meetings and engage in sales activities as a representative of all GE businesses.

**Private Industry**
Help stadiums, hotels, real estate developers and manufacturers save on costs with specific GE solutions designed for their industry.

**Public/Private Sector**
Work with airports, ports, and other public/private entities to address urban system issues around energy, water and health needs.

Additional Business Preferences
• Commercial experience in a business-to-business environment
• Technical degree such as engineering, math, science or physics preferred by Aviation and Transportation businesses (Not applicable for Healthcare)

Common U.S. Locations:
Charlottesville, Virginia; Cincinnati, Ohio; Erie, Pennsylvania; Waukesha, Wisconsin; Melbourne, Florida; Piscataway, New Jersey

Common Non-U.S. Locations:
Dubai, London, Paris, São Paulo, Shanghai, Singapore, Tokyo

Energy

Integrated product service solutions in diverse areas of the energy industry including coal, oil, natural gas, nuclear energy and renewable resources such as water and wind energy.

**Oil & Gas**
Advanced technology equipment and services for all segments of the global oil and gas industry.

**Water & Process Technology**
Water treatment and purification, water reuse, water recovery, waste-water, mobile water, water services and process systems solutions.

Additional Business Preferences
• Technical degree such as engineering, math, science or physics preferred
• Understanding of current and emerging industry trends

Common U.S. Locations:
Atlanta, Georgia; Houston, Texas; Kansas City, Missouri; Minden, Nevada; Plainville, Connecticut; Schenectady, New York; Trevose, Pennsylvania

Common Non-U.S. Locations:
Aberdeen, Bangalore, Florence, London, Milan, São Paulo, Shanghai, Singapore, Dubai, Johannesburg

University
Partner with university officials, facility and sustainability managers to optimize energy and water demands on campus.

Coalition Partners
Implement total system solutions at customers by developing regional relationships with ESCOs, BOOs, developers, etc.

Additional Business Preferences
• Demonstrated commercial experience in customer oriented roles such as sales, marketing, business development and consulting
• Ability to perform in a high-pressure environment with multiple priorities
• Strong analytical and strategic thinking skills

Common U.S. Locations:
San Francisco, Chicago, Washington, DC
GE Capital offers a wide array of products and services aimed at enabling businesses and consumers to achieve their dreams.

**Commercial Lending and Leasing**
Global provider of loans, leases of equipment and major capital assets, financing programs and other services to businesses within the Americas, Asia and EMEA.

**Consumer Financing**
Provides credit services to millions of consumers and businesses globally. Solutions include credit cards, personal loans, retail banking and retailers.

**Energy Financial Services**
Invests globally across the capital spectrum and the energy and water industries, to help their customers and GE grow.

**Real Estate**
Serving global market for over 30 years. Providing real estate lending, equity capital, asset and investment management in 31 countries.

**Aviation Services**
Leader in commercial aircraft leasing and finance with over 1800 owned and managed aircraft and over 245 customers around the world.

**Additional Business Preferences**
- Demonstrated commercial experience in customer facing roles such as sales, marketing, consulting, banking, real estate or financial services
- Analytical and strategic thinking skills ... financing modeling a plus
- Proven leadership, communication, project management and influencing key shareholders

**Common U.S. Locations:**
Atlanta, Georgia; Chicago, Illinois; Los Angeles, California; New York, New York; Connecticut; Scottsdale, Arizona; Irving, Texas

**Common Non-U.S. Locations:**
London, México City, Shanghai, Singapore, Tokyo, Paris, Milan, Abu Dhabi

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GE Home & Business Solutions

GE H&B&S includes the business teams of Appliances & Lighting and Intelligent Platforms. These global businesses offer their customers energy efficiencies and productivity solutions through innovative appliances, lighting, embedded control systems and software platforms.

**Appliances**
Good kitchen design doesn’t stop with style - it must also keep up with the fast pace of modern life. Our wide variety of appliances offers the innovation your busy life demands.

**Lighting**
GE Lighting will lead a global lighting revolution to deliver innovative solutions that change the way people light - and think about - their world.

**Intelligent Platforms**
GE Intelligent Platforms is an experienced high-performance technology company and a global provider of software, hardware, services and expertise in automation and embedded computing.

**Additional Business Preferences**
- Experience in consumer packaged goods, retail, or advertising
- Strong customer or consumer advocate
- Strong software/technical background for Intelligent Platform hires

**Common U.S. Locations:**
Louisville, Kentucky; Cleveland, Ohio; Charlottesville, Virginia

**Common Non-U.S. Locations:**
Shanghai