

FREQUENTLY ASKED QUESTIONS

What is the Work-Life balance like at Dell?

We foster an environment that strikes the right harmony between work and life.

Tell me about your Diversity and Inclusion programs.

Better Together. Learn more about [Diversity & Inclusion at Dell](#)

What is the company culture like?

Dell team members come from all backgrounds, religions, nationalities, gender orientations and races. We foster an environment that strikes the right harmony between work and life.

What are the office locations for Sales roles at Dell Technologies?

Round Rock, Oklahoma City, and Nashville. Learn more about [Dell Technologies Sales University](#).

What are the minimum Education requirements / GPA for sales opportunities?

- Bachelor's degree.
- For Dell Tech Next Gen Sales Academy program the minimum is 2.8 GPA.
- If its lower, we do discuss that with the candidate and try to get a concrete answer as to why its lower than 2.8.
- If you switched major, had a major life event or have a solid story around that GPA and plan to work to improve it, we can move forward with approval from the director. We also look for a bachelor's degree in any major & involvement in any way! part time jobs, internships, or involvement in student orgs on campus.

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What experience is needed for sales opportunities at Dell Tech?

Excellent soft skills, logical thinking, some technical aptitude.

What do the sales training programs look like?

Custom training program through Dell Technologies Sales University.

What is the hiring timeline?

(For interns and full-time, age: typically, juniors and seniors, etc.)

- Interns: typically rising juniors and rising seniors (you must still be in school to be eligible for an internship). We do campus recruiting in the fall and early spring for both full-time and interns.

Can I work remotely?

Round Rock/Austin, Hopkinton, Franklin, Nashville, OKC, Santa Clara, Seattle - Remote work varies by job function.

What types of roles does Dell hire for?

(Majors, tech and non tech, etc.) Finance, Marketing, Human Resources, Engineering, Data Science, Project Management, Sales, Technical Support, Hardware/Software roles.

Do internships pay?

Yes, all Dell internships are paid

Where can I find job postings

- (School's career website, Handshake, etc.)
- School's career site
- Handshake
- Diversity Conference sites (NSBE, SWE, etc.)