



## **Retail Leadership Development Program (RLDP) Highlights**

If you think you have the drive and ambition to begin the next chapter in your life, you should consider Verizon Wireless' Retail Leadership Development Program. Created with you in mind, this comprehensive program will give you the knowledge, skills, and real-world experience you'll need to begin the next chapter of your life. Take a look at just a few of the program highlights designed to prepare you for a leadership position in Verizon Wireless' retail organization:

### **0-6 Months**

Kick-starting your career right out of college, the first phase of our RLDP provides you with experience in the operational aspects of running a business. This "Operations Immersion" rotation provides:

- Exposure to key areas within Verizon Wireless to build your knowledge of, and expertise in the retail environment.
- Introduction to inventory, products, services, store operations and valuable customer service solutions.
- Industry-leading training and the opportunity to interact and learn from knowledgeable business leaders and fellow team members.

### **6-18 Months**

Phase two of the program provides you with 12 months to start acquiring the skills that you'll need to inspire and develop a highly motivated sales team. You'll also build your product knowledge and learn how to use sales strategies to sell products to our customers. This "Sales Acceleration" phase provides:

- The importance of teamwork and how to coach high-performance sales teams to meet sales goals and quotas.
- Insight on how to create quick solutions for customers in order to earn their trust and build a long-lasting relationship with Verizon Wireless.
- The opportunity to create a dynamic, productive retail environment by using your knowledge of our cutting-edge products and services, and offering the very best to our customers.

### **18-24 Months**

Leading an energetic sales team is one of the most important aspects of managing a successful retail business. After mastering management techniques that will put you on a direct path to success, you'll spend the final 6 months of the program in a management role. You'll focus your talents in the "Leadership Readiness" phase by taking responsibility for:

- Creating, building, and maintaining long-lasting relationships between customers and Verizon Wireless.
- The hands-on experience of running a successful retail location.
- Developing the sales skills for your own diverse team of employees and motivating them to succeed within Verizon Wireless.

If you're ready to take charge of your future, log on to [www.vzwrlpd.com](http://www.vzwrlpd.com) and learn more about our dynamic Retail Leadership Development Program. What are you waiting for? Let Verizon Wireless help you launch the career of your dreams today.

**Careers For Everything You Are**

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

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