Accept the challenge... and then take it over the top.

Praxair’s Leadership and Technical Orientation Program (LTOP) is designed to introduce you to key areas across the industrial gases business as you build your leadership skills. You’ll be exposed to activities such as plant start-ups or shutdowns, maintenance, project planning and execution, project management, safety program execution, business development, sales, and scheduling/planning. Intended as a pipeline for future leaders in the operations and commercial aspects of our organization, you will have the opportunity to work in a variety of engineering and business roles.

Program Structure  Each assignment in this one-year development program will provide you with full exposure to the critical issues, decision-making processes and data analysis methods needed to accelerate your career. Upon completion of the program you should be ready to launch your career at Praxair in either operations or sales:

> OPERATIONS

Guide the end-to-end production and distribution processes to optimize efficiency as you drive down costs and drive up value.

Key responsibilities:
- Direct the production of industrial specialty gas products
- Participate in and contribute to the optimization efforts in manufacturing, distribution and supply chain functions
- Manage the daily dispatching of internal and external customer deliveries
- Improve quality program design to increase the yield in production
- Work with external and internal customers and production associates to optimize production scheduling for efficiency and quality
- Manage cell-layout for optimal work flow
SALES

Actively drive and manage the technology sales process.

Key responsibilities:
• Supervise a small set of customer accounts
• Administer special projects in sales execution
• Analyze trends and identify new sales platforms and opportunities
• Develop solutions and sales strategies for distributors, contractors, consultants and end customers
• Establish and maintain strong relationships throughout the sales cycle as you represent the product to customers
• Drive growth in the technical applications business

Qualifications To be considered for this program you need to:
• be innovative, flexible, committed, ambitious and determined.
• hold a bachelor’s degree in chemical, mechanical, or electrical engineering, or a related technical degree.
• have hands-on experience through previous internship or co-op roles (preferred).
• enjoy the thrill of working with and leading teams in a fast-paced, structured plant environment.
• be a skilled communicator – able to think on your feet and express yourself clearly using strong written, verbal, interpersonal and persuasive skills.
• have less than one year of work experience.

Locations You must be willing to relocate for the initial one-year training period and for follow-up assignments after the program is completed. Locations may include, but are not limited to, Chicago, IL; northern Indiana, Indianapolis, IN; the Texas and Louisiana Gulf Coasts; California; and Buffalo, NY.

To Apply Go online today to www.praxair.com/careers and apply for the Praxair Leadership and Technical Orientation Program.

About Praxair For more than 100 years, Praxair has taken something as fundamental as air and turned it in to ways to make plants operate cleaner and more productive, food taste better, breathing easier and manufacturing processes more efficient – in short, to make all our lives better.

Praxair is a Fortune 250 company with products and technology that serve more than 20 different industries. We’re one of the world’s largest industrial gases businesses and you see our products and services at work every day, often without realizing it.

As a growing company, Praxair is always looking for talented, energetic and ambitious people to join our high-performing team of 26,000 employees working in more than 50 countries.