**Nalco Champion** is the global leader in Refining and Petrochemical Treatments, Water Treatments and Fuel Additives.

For more than 80 years, we have worked to build an unrivaled level of experience and expertise with over 1,200 employees operating in more than 350 refineries and 400 petrochemical plants across six continents. Our comprehensive global network of onsite experts, industry technical consultants, research centers, manufacturing plants, and supply facilities enables us to consistently deliver a high level of value to our local, regional and multinational customers. Our business is to solve the toughest challenges facing the industry, while delivering targeted solutions. Visit nalcochampion.com to learn more.

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DSU TRAINING PROGRAM CREATES OUTSTANDING TECHNICAL SALES ENGINEERS

Your Success is Our Success
At Nalco Champion, we believe that the success of our employees and the success of the company go hand-in-hand. Our people provide the innovative and sustainable solutions that help our customers succeed and make the world a safer, cleaner and healthier place.

For more than 80 years, we have worked to build an unrivaled level of experience and expertise with over 6,700 employees operating in more than 350 refineries and 400 petrochemical plants across six continents.

Our downstream energy services division provides on-site, technology-driven solutions to the global natural gas, petroleum and petrochemical industries. In addition to recovery, production and process enhancements, we also deliver a full range of water treatment offerings.

In short, with you as our partner, we help our customers reduce energy, natural resource consumption, enhance air quality, minimize environmental releases and improve productivity while boosting their bottom line.

The Problem:
• Help solve the oil and gas industry’s toughest challenges
• Provide and protect what is vital to the world: clean water, abundant energy and healthy environments

The Solution:
• You

Downstream University
The Downstream division of Nalco Champion manages the largest direct engineering sales force servicing the Refining and Petrochemical market place. This team of degreed sales engineers is globally renowned for delivering on-site technical expertise and building loyal customer relationships.

The Downstream University Accelerated Program (DSU AP) was designed with these sales engineers in mind. DSU prepares new sales engineers for extraordinary careers. Our mission is to continue strengthening our future as well as yours by developing high-potential candidates for critical engineering sales roles through a fast-tracked and focused eight-month training program.

Integrated Training Program
As a new employee, you will be enrolled in our On-Boarding training course where you will learn about Nalco Champion as a company, our key business offerings, and complete a mandatory safety training program. After the first week of On-Boarding, DSU AP students will begin the 32-week accelerated training program.

The DSU AP is challenging – reserved for the “best of the best.” The program will require dedicated study and focused learning. The benefits are beyond measure – a world-class technical training experience; an opportunity to connect and build relationships with Nalco Champion leaders from every group, and a chance to launch a professional career without limits. Program attendees:
• Follow a structured training plan focused on technical lessons, classroom interaction and hands-on field learning
• Are assigned a Senior Manager mentor to support their launch of a successful career
• Have significant interaction with Downstream Subject Matter Experts in the field of water treatment, refinery process treatment, finished fuel additives, and chemical processing treatment.
• Build key relationships and interaction with departments and personnel that will be critical to success in the field.

Location and Lifestyle
DSU AP participants will temporarily reside in the Houston, Texas area near our Nalco Champion headquarters during the 32-week training program. There are several geographies in close proximity to the corporate campus for which a participant can have temporary housing arrangements.

Traveling throughout the Greater Gulf Coast region and possibly nationwide, DSU participants are immediately integrated into the Nalco Champion culture. Participants will work within various Regional Sales Districts and customer locations to build specific technical knowledge and gain sales experience.