INCAP Student journey starting in 8th grade

TECH/IT

Technology Sales Associate

2-YEAR APPRENTICESHIP

Technology Sales Associates help companies connect customers with products and services. They research potential customers, conduct outreach, support sales presentations, manage customer information, and use digital tools to support their work.

CAREER EXPLORATION AND APPLICATION PROCESS

(GRADES 8-10)

During 8th and 9th grade, students explore career options by working with a career advisor, visiting employer sites, and attending career fairs.

In the **9th grade**, students interested in the Technology Sales Associate apprenticeship should tell their school counselor so they can update their four-year plan to meet the requirements.

In the **10th grade**, students **apply and interview** with an employer to be hired as an apprentice. Technology Sales Associate apprentices are typically paid $13-17/hour for time spent working and receiving on-the-job training.



FIRST YEAR OF APPRENTICESHIP

(GRADE 11 AND SUMMER AFTER)

Students begin their apprenticeship in 11th grade, spending **one day a week** training at an intercompany training center and **two days a week** working on site with their employer.

During the other two days each week, students take classes at their high school. While apprentices work eight-hour days when they're with their employer, individual schedules can vary to potentially allow for students to participate in extracurriculars.

During the summer after 11th grade, students work with their employer **five days a week.**



SECOND YEAR OF APPRENTICESHIP

(GRADE 12 AND SUMMER AFTER)

In the second year, students spend **one day a week** at an intercompany training center and work on site with their employer **three days a week.** Students spend the final day each week in the classroom and can continue to participate in extracurriculars as schedules permit.

When they graduate, students will have met the key requirements for the **Employment Honors Plus diploma seal** and receive an **INCAP credential**, both of which will be recognized as indicators of industry experience. The INCAP credential may count toward college credit in a related degree program. Students may earn multiple industry-recognized certifications during their apprenticeship.

During the summer after 12th grade, students work **five days a week** with their employer.

STUDENTS HAVE OPTIONS FOR WHAT'S NEXT

Students completing a Technology Sales Associate apprenticeship have the education and training to succeed no matter their next step.

WORKFORCE

Because their INCAP credential is recognized by employers, students are ready to be hired immediately into a position that is a step above many entry-level tech sales and customer success roles.

INCAP CAREER PROGRAM

Students can complete additional work-based learning in IT or technology as part of the INCAP Career Program and earn a degree equivalent to an academic bachelor's degree.

COLLEGE

Students can transition to the college pathway and likely finish a tech- or sales-related degree faster because of the credit they may receive for their INCAP credential.

Learn by doing — and set yourself up for success.

IndianaCAP.org

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