

01 January 2026

IMI HVAC Academy Program

Are you a technical university student passionate about HVAC systems and eager to explore a career in sales and technical consultancy? Join IMI Climate Control as part of our IMI HVAC Academy Program. Learn more about IMI Climate Control <https://climatecontrol.imiplc.com/>.

The IMI HVAC Academy is more than an internship. It is a structured development program that combines technical expertise with commercial skills, preparing you for a future role as an HVAC Junior Sales Engineer. Over the course, up to 12 months, you will:

- Gain hands-on experience in real sales environments.
- Participate in sales and technical learning sessions led by industry experts.
- Access exclusive online training through IMI Hydronic College and IMI Learn.
- Work on small and medium-sized projects and shadow experienced Sales Engineers during customer visits.
- Receive mentorship and guidance to accelerate your career growth.

Start Date: March 2026

What's in it for you?

- Structured Internship (12 months, 80 hours per month) at local IMI Sales organizations.
- Sales and Technical Development: Learn from HVAC Sales Experts and Technical Engineers.
- On-the-Job Training: Support Sales Engineers in daily tasks and real projects.
- Exclusive Learning Access: IMI Hydronic College online training and advanced technical sessions.
- Mentorship: Work closely with experienced professionals to develop your skills and knowledge.

Program Highlights

- Phase 1: Onboarding & Foundation – Dive into IMI's products, HVAC systems, and sales fundamentals
- Phase 2: Integration & Assessment: Learning theory and practical solutions in business. Feedback of your progress.
- Phase 3: Hands-on Experience – Shadow sales engineers, join customer visits, and work on small and medium-sized projects.

Who are we looking for?

- Students in their final year or fourth year of study (Mechanical Engineering, HVAC, Energy Systems or similar) available around 80 hours per month.
- Interest in sales, technical consultancy, and customer-facing roles.
- Strong communication skills, proactive mindset, and eagerness to learn.
- Minimum B2/C1 English level is a must. You will attend knowledge sharing sessions and on-line trainings in English.
- Local language required - native.

What we offer

- Paid internship - 3 000 HUF gross per hour
- Internship 80 hrs per month, duration 12 months.
- Access to learning resources, tools, and platforms
- A chance to kick-start your career in a global leader in HVAC solutions.

This program is designed for students who are ambitious, proactive, and eager to develop strong sales capabilities — not just technical support skills. Ready to start your journey with a global leader in HVAC solutions? Apply now and become part of the IMI HVAC Academy!

Ready to apply?

Please Contact:

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