



Please read the program information list below in its entirety before completing and submitting this application. Please note, all short answer questions on the final page can be submitted in writing or via video file, but video file is preferred.

Thank you. We look forward to reviewing your submission!

The Heavy Duty Manufacturers Association (HDMA) Internship Program at Heavy Duty Aftermarket Week (HDAW) consists of a four-day, multi-faceted, executive business conference that takes place January 24-27, 2022. This program provides its interns with over 24 hours of open networking time during meals, breaks and receptions, all into one power-packed program.

About the Week

The HDMA Internship Program week begins with HDMA and MacKay & Company's Heavy Duty Aftermarket Dialogue (HDAD) program, 8 AM-4 PM, Monday January 24th. This program offers a briefing on the structure, economics, and trends in the heavy-duty aftermarket. The remainder of the week interns will spend with their sponsoring company, participating in HDAW, an event specifically tailored for independent heavy-duty distributors and their suppliers. As an event, HDAW uniquely incorporates multiple associations with several beneficial elements for business development. HDAW combines expert presentations, discussions, educational seminars, a world-class product expo and over 1,600 pre-arranged supplier/distributor one-on-one meetings.

What You can Expect from the HDMA Internship program

The HDMA Internship program pairs each intern with a specific sponsoring company for the duration of the week, allowing them to gain valuable insight into the HD CV industry. Depending on the sponsor interest, interns can be assigned to a manufacturer (supplier), a distributor, or a buying group. HDMA will assign each intern based on their goals and personal attributes for a best-fit scenario. Each intern's sponsoring company pays for all air and ground travel, hotel room, meals and HDAD and HDAW registrations.

HDMA will provide each intern with a complete schedule for the week with defined tasks and activities. There will be mandatory daily meetings on site to review that day's activities and ensure each intern understands their planned activities for that day. This program is supported by the GenNext organization; however, all supervisory actions will be out of the HDMA offices by HDMA staff.

Possible Intern Assignments:

- Work in sponsor's booth in the conference Expo Hall to learn about product lines, network with industry executives and hear about new product launches.
- Join companies in one-on-one business meetings to observe real-world business transactions taking place between a supplier and distributor.
- Participate in breakfast, lunch, and dinner meetings with company executives as they meet with others in the industry.
- Attend HDMA's HDAD and HDAW education workshops for insight into industry trends, disruptors, and forecasts for the future of the heavy-duty aftermarket.
- Attend networking functions to meet with companies and create valuable connections.

Desired Intern Skills and Qualifications:

- Timeliness and flexibility are a must.
- Interns must be dependable and create positive energy at all functions.
- Northwood University and the HDMA Internship Program must be represented professionally.
- Interns should be ready and willing to communicate effectively with company executives.
- Interns should be prepared to manage multiple priorities at once.



Applicant Information

Full Name: _____ Date: _____
First Last

Phone: _____ Email: _____

Have you ever participated in this event as an intern? YES NO If yes, when? _____

Education

College: _____ Major: _____

Year: (Select one) Freshman Sophomore Junior Senior Graduate Student

Expected Graduation Date: _____ Current GPA: _____

Northwood University Department Chair Approval (Required - student must attain approval before submitting)

Name _____ Email _____ Phone _____

References

Please list two professional references.

Full Name: _____ Relationship: _____

Company: _____ Phone: _____

Email: _____

Full Name: _____ Relationship: _____

Company: _____ Phone: _____

Email: _____

By checking this box, I certify that my answers are true and complete to the best of my knowledge. If this application leads to employment, I understand that false or misleading information in my application or interview may result in my release.



Please note, for the short answer questions below, you are welcome to submit a video recording of your answers, which is preferred. However, written answers will also be accepted. If this section is left incomplete, we will not accept your application for an interview.

Short Answer Questions:

1. What is your interest in the Heavy-Duty Aftermarket? (if you are outside of the major, and are interested in learning about it, please indicate so here)
2. Have you had an internship before? What work experience do you have?
3. Other Work/Volunteer experience I have is: (include work on Auto Fairs, etc)
4. Why are you interested in this internship / What skills do you want to gain from this experience?
5. What are some goals you have for your involvement with the HDAW20 internship program?
6. What would you contribute to this internship program and your sponsor?
7. Please list if you are seeking an internship or FT employment as your next step in your EDU/career path.
8. Is there anything that would prevent you from accepting an internship or FT job if offered as an outcome of HDAW20 Intern Program?

**Please send all completed applications to:
Ms. Katelyn Litalien at klitalien@hdma.mema.org**