



**SALES INTERN  
(NESTLÉ PURINA PETCARE AND NESTLÉ SALES DIVISION)**

**PROGRAM OVERVIEW:**

Interns gain nothing from being summer go-fer's; therefore, tasks and projects that provide key learning about our Company and industry are essential for a mutually rewarding internship at Nestlé Purina PetCare or Nestlé Retail Operations Center. We are an industry leader and learning organization, which seeks to create a challenging, stimulating environment that provides a wide array of resources to help associates grow – professionally and personally. So, if the following opportunity excites you, if it matches your career interests and if you are willing to make the effort and can contribute to a high performing organization that has high expectations and standards for its employees, we may be what you are looking for -- and vice versa!

**LEARNING OBJECTIVES:**

- Develop knowledge, awareness and understanding of the Consumer Products and PetCare industries
- Understand the consumer and or pet owner
- Know our brands and the competition
- Identify and analyze segment trends
- Identify opportunities at retail
- Learn and practice selling skills
- Merchandise and optimize shelf conditions at the store-level
- Monitor competitive activity
- Focus on incremental sales and volume
- Participate in Marketing and Customer events that strengthen our brands and market share
- Cultivate internal and external working relationships that provide exposure to multi-disciplines, account management and customer teams
- Assist on special projects that focus on delivering results against our business plan
- Assist with our Customer Team on business analysis projects

**WHO WE ARE LOOKING FOR:**

Qualifications include completion of junior year and be in good standing at an accredited college or university, with a concentration in business or a related field of study, with an expected graduation date of 6-12 months. Other requirements include:

- Availability to work 10 complete, uninterrupted weeks during the summer
- The ability to reside/work in one of the designated cities:

Atlanta, GA	New Jersey / Metro NY
Charlotte, NC	Philadelphia, PA
Chicago, IL	Phoenix / Scottsdale
Cincinnati, OH	Pittsburgh, PA
Fayetteville or Bentonville, AR	Portland or Seattle
Grand Rapids, MI	Northern/Southern CA
Houston, Dallas or San Antonio TX	St. Louis, MO
Minneapolis, MN	Tampa / Miami / Orlando

- Access to a car, a valid drivers license and insurance coverage of \$100,000 \$300,000 / \$50,000
- The ability to perform physical activity requiring the lifting of 55 lbs
- Permanent authorization to work in the U.S. (NOTE: Students on F-1 visas are NOT eligible)

Successful internships may result in regular, full-time sales positions in retail sales, as well as future roles in business analysis, account management and leadership, based on the needs of the business, and the opportunities available within the organization and results delivered/performance.

Nestlé Purina PetCare and Nestlé Retail Operations Center are Equal Opportunity Employers.