

PepsiCo Foods Canada - Winter 2022 Sales Intern

Term: January to May 2022

Locations: Brampton, Scarborough, Barrie, Ottawa, London, Ancaster, Halifax, and Moncton. Please include your location preference in your cover letter.

At PepsiCo Canada, we have great brands, great distribution systems and great quality products, all of which are led by great people! To ensure we stay on the path of delivering great results, it is important that we continue to develop a deep bench of talented leaders. Our ability to grow year after year is driven by our ability to attract, develop, and retain world class people who will thrive in the PepsiCo environment.

Our people are our greatest asset. By supporting their ability to work effectively together and providing them with the tools they need to succeed, we are ensuring that PepsiCo Canada is the kind of company where talented people of all backgrounds want to work. The PepsiCo Canada co-op program will provide candidates with a unique opportunity to build their experience and leadership skills.

Position Summary

During your 4-month (possible extension to 8-month) co-op term, you'll be fully immersed in our operations, learning the business from two unique perspectives:

Ground Up

During your first project, you will learn what it takes to develop and sustain a growing CPG business and stretch your current skills by delivering, selling and marketing our products to a set group of retailers. You will be responsible for managing our business with these customers from start to finish, including:

- Delivering consistent sales targets
- Understanding, planning and executing advertising displays in conjunction with customers
- Performing inventory and cash management on a weekly basis
- Merchandising product for customers

Building Critical Business Skills

As you progress through your term, you will have the opportunity to apply the knowledge you attained on the front-lines. Our Sales interns will work closely with our Zone Leadership Team and will be responsible for utilizing strong analytical and communication skills to help the team deliver results with our most important customers. Key aspects of this assignment include:

- Frontline leadership training

- Sales forecasting
- Daily and weekly Area Sales reporting
- Assist Zone Leadership with sales projects
- Market execution projects
- Other unique projects

Qualifications

- Completion of second or third year of a Business Degree
- High academic achievement along with demonstrated ability to pursue other interests at the same time
- A skilled problem solver who enjoys challenges
- Strong oral and written communication skills and the ability to confidently interact with all levels within the organization, from front-line to executive
- Valid, full driver's license, with a flawless driving record
- Reliable and consistent access to a personal vehicle
- A self-starter with the ability to plan work to meet objectives, set priorities and manage work schedule

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To be considered for the role, you must apply directly on our website.

Visit www.pepsicojobs.com and search "Winter Sales Intern" and your desired location to apply.