

COMMERCIAL SALES CAREERS AT PEPSICO

LEARN TWICE AS MUCH IN HALF THE TIME

A Sales internship at PepsiCo will provide you with world-class training experiences + learning opportunities, while you discover our culture and decide if a career at PepsiCo is right for you.



A COMMERCIAL SALES CAREER AT PEPSICO

THE JOB

As a member of the commercial sales organization, you'll be a part of a robust sales team using strategic insights to sell to our biggest and most important customers. You'll enjoy a rapid pace with increasing responsibility, with the flexibility and autonomy you need to achieve selling and team goals.



WORKING ON A NATIONAL CUSTOMER TEAM ALLOWED ME TO LEARN THE BUSINESS QUICKLY WHILE TURNING INSIGHTS INTO ACTIONS AND ACCELERATING GROWTH FOR PEPSICO AND OUR CUSTOMER.

- TREY O. | SALES INTERN

YOU

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|--|---|---|---|
|  | Degree in Management, Economics, Communications, Professional Selling, or another related major |  | Open to relocation, and working a flexible schedule |
|  | Strong Storyteller |  | Passion for Selling |
|  | Competitive, winning spirit |  | Collaborative, Team-Player |
|  | Innovative self-starter |  | Strategic and Analytical |

THE EXPERIENCE

In your first 24 months at PepsiCo, you'll build Critical Experiences, including:

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|---|--------------------------------|---|-------------------------------|
|  | Project ownership |  | Exposure to senior leadership |
|  | Developing actionable insights |  | Business to business selling |

A COMMERCIAL SALES INTERNSHIP AT PEPSICO

THE PROGRAM



10-12 week program



Locations nationwide, across beverages and foods business



Real Projects: Work on strategic problems based on actual PepsiCo business needs, culminating with presentation to leadership team

THE OPPORTUNITIES



Executive speaker series



Professional networking events



Gain a realistic job preview of a full career with PepsiCotime



Develop critical professional skills, you will not 'just be getting coffee'

SAMPLE PROJECTS



Sell in innovation products customers to key



Facilitate training for new ordering methods and technology



Develop and grow our business model for new customers



Improve sales and service performance