

# 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.



I LOVE HAVING THE OPPORTUNITY TO GET OUT IN THE FIELD EVERY DAY AND REPRESENT SOME OF THE STRONGEST BRANDS IN THE WORLD.

- LUCAS H. | SALES INTERN

## A SALES CAREER AT PEPSICO

### THE JOB

As a member of our Sales team, you'll lead a team of 8-15 sales reps, and own \$10-15 million worth of business. You'll enjoy a rapid pace with increasing responsibility, with the flexibility and autonomy you need to achieve selling and team goals.

### YOU



Degree in Management, Business Administration, Communications, Organizational Leadership, Professional Selling, or another related major



Innovative self-starter



Great Communicator



Open to relocation, and working a flexible schedule



Competitive, winning spirit



Not looking for an office job



Ability to physically lift 25-45 pounds repeatedly when needed in daily execution

### THE EXPERIENCE

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



Change management



Exposure to senior leadership



Leading and developing frontline associates



Business to business selling

## A 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 time career with PepsiCo



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

### SAMPLE PROJECTS



Sell in innovation products to key customers



Facilitate training for new ordering methods and technology



Develop and grow our business model for new customers



Improve sales and service performance