

STRATEGIC FINANCE **CAREERS AT PEPSICO**

SEEKING LEADERS FOR THE WORLD'S LEADING BRANDS

On the Finance, Strategy and Transformation teams, you'll have the opportunity to explore a multi-disciplinary career path across a broad number of functions, and make a real contribution to driving sustainable, full-potential performance for our company.

A STRATEGIC FINANCE CAREER AT PEPSICO

THE JOB

As a new hire, you'll be challenged to think both strategically and analytically to solve critical business problems. You'll have a seat at the table and a strong voice in the conversation across the company. All roles are highly cross-functional and require strong influencing skills.



YOU



MBA degree



Proven leadership capability



Ability to translate insights into action



Self-starter



Results-oriented team player

THE EXPERIENCE

Over the course of your career, you'll rotate through different teams in order to develop well-rounded technical and functional skills.



Sales Finance

Business Development



Revenue Management



Tools & Transformation



Innovation Finance



Financial Planning



Strategy

A STRATEGIC FINANCE INTERNSHIP AT PEPSICO

THE **PROGRAM**



10 week program



New York, Chicago, and Dallas based internships



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

THE **OPPORTUNITIES**



Executive lunch and learns



Plant visits



Market tours



Social activities

SAMPLE PROJECTS



Develop a strategy for how to win in frozen beverages



Build an integrative industry & competitor analysis tool



Determine globally optimized product pack size + offering



Create business case + go to market strategy for new beverage offering

SAMPLE CAREER PATHS



Dilip Shankar Finance Sr. Director Pricing & Analytics, Cornell University - SC Johnson College of Business, Class of 2001

Transformation > Global Beverage Concentrate, Ireland > Frito-Lay Supply Chain Finance > Frito-Lay Pricing & Analytics

Corporate Treasury > PepsiCo IT Finance >



Betsy Gerber Finance Sr. Manager, Frito-Lay Cornell University - SC Johnson College of Business, Class of 2007 Frito-Lay Strategy & Analytics > Commercial Finance > **Revenue Management Innovation Finance**









