



PEPSICO

CANADA

FOODS - ALIMENTS



possibilities...

Summer 2021 Sales Co-op

Are you hungry for an exciting and challenging opportunity in a fast-paced, diverse organization?

If so, you have a future at PepsiCo. As a world class organization, we strive for excellence in everything that we do, from a new product launch to delivering a product to a store.

To accomplish our goals, we need talented, innovative people who know how to work hard and have fun! We need people who want to make a difference.

Taste the success with Canada's fastest growing consumer packaged goods company and discover how our passion for growth creates big challenges – and big opportunities - personally, professionally, and financially.



PEPSICO



PERFORMANCE WITH PURPOSE

Human • Environment • Talent

Description:

During your 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 with Zone Leadership

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:

- Job shadowing frontline leaders and participating in forecast meetings

**The duration of the work term (4 or 8 months).*

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
- A self-starter with the ability to plan work to meet objectives, set priorities and manage work schedule
- Position is available for Moncton, NB

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