

POSITION DESCRIPTION AND OBJECTIVES

Date: April 30, 2013	Location: Sysco Spokane
Name:	Department: Sales/Merchandising
Title: Sales/Merchandising Intern	Supervisor: Director CMU Sales

Position Description:

A training and development program for a college upper classman/graduate that would include, rotational work experience in (but not limited to) Sales, Merchandising and Marketing departments at Sysco Food Services of Spokane.

Position Objectives:

To provide a training structure for the qualified candidate to gain knowledge and skills essential to success in the food service distribution industry. The program is designed to offer broad exposure to key business areas. It's purpose is to accelerate the contribution of the intern as well as to produce a well-rounded knowledge of the food service professional. The candidate would report directly to the respective department manager during their tenure in that area. Regular performance evaluations will be administered by the respective department manager. This internship will be structured for a 10 to 12 week period beginning in late May/early June.

Sales: Perform market research, gather customer insight, determine competitive pricing information, compile customer market basket comparisons, work with street sales, work with and assist multi unit sales, respond to or solve customer needs where applicable.

Merchandising: Perform supplier cost comparisons, conduct cuttings and compile information and analytics on evaluations of individual items and suppliers, participate in supplier meetings, learn inventory management system, perform supplier and item level maintenance and cleanup projects, assist with product trainings and showcases.

Marketing: Assist with production of customer marketing pieces, assist with activities of business reviews and support that team.

Operations: Occasional projects in the operations (warehouse area) as necessary.

Position Qualifications:

- I. 4-year College degree or upper classman.
- II. Record of achievement and excellence in previous position(s) or campus activities.
- III. Demonstrated problem-solving skills.
- IV. Computer literacy.
- V. Strong written and verbal communications skills.
- VI. Must be willing to relocate (work at Post Falls facility).
- VII. Previous food service or outside sales experience a plus.