

## **Sales Summer 2021- Spring 2022 Internship**

### **About Colgate-Palmolive**

Do you want to come to work with a smile and leave with one as well? In between those smiles, your day is comprised of connecting with others across the world, full of stimulating discussions, and making impactful contributions.

If this is how you see your career, Colgate is the place to be! Our trustworthy household brands, dedicated employees, and sustainability commitments make us a company passionate about building a future to smile about for our employees, consumers, and surrounding communities. As the brand with the highest household presence in the world, we transcend physical boundaries. We win as a global organization by continually learning and collaborating. The pride in our brand fuels a workplace that encourages creative thinking, fosters experimentation, and promotes authenticity which has contributed to our enduring success. If you are passionate about working for a company that lives by their values, then give your career a reason to smile...every single day.

### **The Experience**

In an ever-changing retail environment, it is an exciting time to be a part of the Customer Development team at Colgate. Our internship is designed for students passionate about pursuing a career in sales with a global consumer goods company. Our sales teams are highly collaborative with a focus on cultivating strong customer relationships and using analytics, insights, innovative thinking to win with our Customers and deliver growth

### **What does Customer Development/Sales at Colgate look like?**

- Shopper Marketing
- Account Management
- Category Management
- Cross-functional partnerships
- Building superior customer (retailer) relationships
- Balancing sales in ecommerce, digital, and in store at major retailers

### **What are some past intern projects?**

- Analyzing ecommerce trends that impact in-store execution strategies.
- Identifying key price and product distribution gaps
- Developing efficient promotion opportunities
- Creating go to market strategies

- Supporting new item launches
- Building planograms

We want you to feel empowered to craft your own experience with us by providing opportunities for you to seek involvement cross functionally and for you to gain exposure to the work of different groups.

## **What's in it for you?**

- Exposure to Senior Leadership- Our leaders are open and accessible to learning about you and sharing insights to their career journeys.
- Mentors & Buddy Program- Developing connections with coworkers and mentors is imperative at Colgate. Once in the program, you'll be given a mentor and a buddy providing you with mentorship and advice to take your career to the next level.
- Dynamic, Fast Paced Environment- Consumers always need our products and there is a ton of work to be done. Your point of view and opinion is valued here as we are keen to learn and grow as a company.
- Your Opportunity for Full-Time Employment- When summer comes to an end and you love Colgate as much as we do every day, you will have the chance to apply for our rotational program or a full time analyst role, continuing to strengthen your personal brand and skills.
- Skills You'll Build- Throughout the summer you will strengthen your analytical skills, build financial acumen, work with retailer and market data to solve real world business needs, and learn the essentials of storytelling when building a narrative.
- Relocation stipend for transportation and housing- We know from experience that while exciting, it can be challenging to pick up and move. To help make the transition easy, we provide relocation support for housing, travel and transportation.

## **What do you need?**

- Minimum 3.0 GPA
- Student in Junior year of undergraduate degree program
- Analytical skills
- Strong interpersonal and communication skills
- Driven to manage projects effectively and expertly
- Flexibility and adaptability to overcome challenges and create innovative solutions
- Authorized to work in the U.S.; not requiring visa sponsorship now or in the future
- Prior internship or co-op experience preferred

Colgate is an equal opportunity employer and you will receive consideration for employment without regard to race, colour, religion, sex, gender identity, sexual orientation, national origin, ethnicity, age, disability, veteran status, marital status, or any

other characteristic protected by law.