



PHILIP MORRIS USA Inc.

SUMMER SALES INTERN OVERVIEW

COMPANY OVERVIEW

Philip Morris USA Inc. is the core operating company of Altria Group Inc., the world's largest producer of consumer packaged goods with annual revenues of over \$78 billion. Philip Morris USA produces and markets some of the world's most recognized and best brands in 76 domestic USA markets: Marlboro, Merit, Benson & Hedges and Virginia Slims, to name a few.

POSITION DESCRIPTION

As a Summer Sales Intern, you will work within a specified geographical market interacting with customers in retail outlets. You will execute assigned duties requiring research, data collection and analysis. You will also work on assigned projects to analyze aspects of PM USA's business.

Typical Activities

- Sell and execute sales programs and promotions.
- Assist retailers with inventory management.
- Consult with retailers on profitability, presence (location, visibility, and advertising), promotion (type, quantity, quality, frequency).
- Collaborate with sales force personnel to complete assigned projects.
- Present findings and recommendations to PM USA management.

In order to be successful in the Sales Intern role, individuals must possess strong interpersonal, negotiation, planning and organization skills. These skills in combination with a strong sense of work orientation and commitment to continuous improvement will result in successful job performance. Success as a summer intern leads to a full-time Territory Sales Manager position upon graduation.

Working Environment: Retail/wholesale locations in assigned geography during their normal business hours. PM office facilities. – **Overnight Travel:** Periodically as business demands.

Position Requirements: Undergraduate student in an accredited college/university, preferably, but not limited to the status of a rising senior. Valid driver's license in good standing as well as access to a vehicle; effective oral and written communication skills; well-developed mathematical and analytical skills.

Base Salary: Summer Sales Interns are paid hourly and are reimbursed for business-related mileage for use of personal vehicle.

Position Demands:

Ability to lift and carry items weighing as much as 20 lbs.; ability to climb, stoop, kneel, push and pull. Must be able to analyze data, draw conclusions and create solutions and methodologies and implement them, and handle a high level of stress.

We are an equal opportunity employer. We are a Company that actively seeks to develop Diversity in the workforce.