**SALES**

3 Positions

As a Sales Intern with Altria Group Distribution Company, you’ll have an opportunity to make a meaningful impact on a Fortune 200 company. During our dynamic 10-12 week summer internship program, you’ll experience on-the-job training, access to a diverse group of mentors, planned social and community service events with other Altria interns and professional development opportunities.  You’ll be challenged and empowered to work on some or all of the following depending on business need:

* Work directly with a Territory Sales Manager mentor
* Oversee a portion of a real sales territory\* for a limited time, to learn the Territory Sales Manager role
* Learn to responsibly consult retail partners on company initiatives
* Create and execute a high-level business analysis project and present the results to Senior Management

 \*Average sales territories generate $15 million in annual sales and are comprised of ~130 established accounts.

Successful candidates must be able to:

* **Lead**- Interns will own their projects and are expected to demonstrate professionalism and the maturity to actively engage with managers as well as be able to make decisions
* **Organize** – Interns must be able to organize and prioritize time and resources to be effective in territory and project
* **Think Strategically and Analytically** - Interns must be able to analyze and synthesize large quantities of data to identify opportunities and provide solutions
* **Initiate** - Interns are expected to be curious enough to initiate actions that drive innovation and produce quality ideas
* **Collaborate**- Interns should be comfortable engaging all stakeholders inside and outside the sales organization
* **Communicate** - Interns must be able to effectively communicate to influence others

Interns will document project work in a formal presentation to Senior Management at the conclusion of the term.

Qualifications:

* Minimum GPA of 3.0
* Business, marketing, economics majors preferred, but other majors with desired skills also considered
* Highly proficient in Microsoft Office Products
* A valid U.S. driver license in good standing for the last 3 years and access to a vehicle. Any DUI/DWI conviction in the last 3 years will be an immediate disqualifier for the position.
* Must be able to lift, push, pull, reach, conduct overhead work and carry bags and boxes as part of the sales activities (up to 10 pounds on a frequent basis; up to 20 pounds on an occasional basis; possibly up to 50 pounds on a seldom basis).