



Achieve Sales Success Through Strategic Partnerships

At P&G, our Sales function is called Customer Business Development because we do so much more than sell – we strategically partner with our customers. Through this indispensable partnership, we are able to develop and lead joint value for both companies.

In CBD, you will create and lead the delivery of P&G's in-market strategies, positioning our Company, our Customers, and our Shoppers to win. You will work in a diverse environment, across multiple product lines, business units, and functions to jointly create value with our customers to meet Consumer needs. You will also have the opportunity to lead a large and complex organization. As part of one of the world's best sales management training programs that continue throughout your career, you will learn how to derive insights from data to create winning selling propositions to a wide variety of customers, from retailers, distributors, wholesalers, physicians, dentists, veterinarians, department stores, hotels, and restaurants.

Who are we looking for?

We are looking for three types of ambitious candidates

Internship Program for Juniors in an undergraduate degree program

- Work directly with the brand and your customer to improve the business.
- Projects could include assisting your team in recommending marketing strategies, analyzing competing brands, or testing new messaging with the customer.

Account Manager for Seniors in an undergraduate degree program

- Work directly with customers to use our brands to build their business.
- Projects could include recommending marketing strategies, analyzing competing brands, or launching new items.

Account Executive for those who have graduated with 3-5 years of related experience

- Leverage your depth and knowledge of multifunctional partners' expertise, as well as analyze data to develop and present strategic concepts.
- Manage diverse teams
- Projects could include analyzing competing brands and recommending merchandising strategies to build customers' business.



To apply online to any of the roles above:

1. Go to <http://US.experiencePG.com> and click **search jobs**
2. Select **Country** and **Language** and **press search** or **enter** the job number if known
3. **Select Sales/Customer Business Development** in the **Job Field**
4. **Select the Full-Time Schedule** and appropriate **P&G Job Category** (Internship/Co-op, New College/University Graduates, or Experienced)
5. For **Account Manager** and **Executive** opportunities **choose** the Developmental US role

To qualify, you should be willing to relocate and must have a valid driver's license. As business needs dictate, job positions may be added or removed from experiencepg.com.



Develop Big Ideas for Iconic Brands as a CBD Team Member

Join P&G's engine of growth! CBD is a dynamic function made up of diverse talent, leading the delivery of P&G's in-market strategies across multiple product lines, business units, and countries. What does that mean for you? It means you can make an immediate impact on an incredible business. And it means that your strategic solutions will perfectly position P&G, our Customers, and our Consumers to win.

As a CBD Sales professional, you will:

- Get real responsibility, right away. Guaranteed. Even as an intern.
- Build and execute plans to win wherever shoppers shop.
- Make a difference to both P&G and your customers' business through joint business planning.
- Lead a diverse multifunctional (Finance, Marketing, Logistics, External Relations and Human Resource) team to bring joint business plans to life.
- Develop your selling and general management skills expertise in one of the world's best sales training programs.
- Unleash your potential as a leader by joining our global, diverse, winning CBD team.



"After 18 months in my previous role, I got promoted into my current category management role. I manage more business for the company, conduct more in-depth analysis of our business plans, sell bigger ideas and solutions to much larger customers, and leverage all of the multi-functionals on my team to make sure I am winning in the marketplace."

Account Executive – Amanda, Kroger

"I am on a team of 28 innovative, creative, and passionate thought leaders. I am focused on learning how to effectively develop joint business plans with my customer, sell in new item distribution, recommend pricing, and secure merchandising in order to accelerate market share and sales growth for P&G and Family Dollar."

Account Manager – Brittney, Family Dollar

"As an intern, I made a difference in both P&G and the customers' business. I received comprehensive training as well as general management skills that I believe will be transferable to any position I take on in the future. Quality time with my manager not only helped me to gain a better understanding of the business, but also refine my soft skills necessary to succeed as a CBD intern. While most of my work was done independently, the help I received from numerous members of teams across various P&G functions proved invaluable in adding to my experience over the summer. The combination of external sales experience and internal projects came together to provide with me an internship experience that I will never forget."

Intern, Beauty & Grooming, Salon Professional – Sameer, College of William & Mary