



PepsiCo – QTG (Quaker, Tropicana, Gatorade)

Sales College Graduate Development Rotational Program

Quaker, Tropicana, Gatorade is more than a household name; we're a dynamic team of individuals with the will to win in the marketplace. We're fueled by powerhouse products and 90% of sales come from brands ranked number 1 or number 2 in their respective categories.

Sales Development Rotational Program and QTG – A Division of PepsiCo

The purpose of the Sales Development Rotational Program is to provide an opportunity for high potential college graduates interested in a sales management career to develop the skills and experiences necessary to manage a sales team. Candidates will participate in an extensive training and rotation program that will provide them with the tools necessary to manage. Upon successful completion of their training program, the candidate will be placed in one of our three divisions within our organization in a major metropolitan area in the western half of the U.S. Must be eligible for relocation to be part of this program.

Normal rotations last about 12-18 mos. Each ending in placement after 3-4 years and involve high levels of responsibility and interaction with middle and senior level management. Participants are offered rotations in the following areas:

Sales Associate – Retail Sales Manager (12-18 mos) – Maintaining good relations with all account and distribution personnel. Executing individual retail goals to maximize profits. Sharing and delivering building opportunities at retail accounts. Identifying and solidifying product distribution opportunities, enforcing strict product quality standards, and identifying competitive activity and store level issues.

Sales Associate - Account Manager(12-18 mos) - Identify customer needs, priorities and making regular buyer calls. Create fact-based selling presentations. Manage strategic selling opportunities at assigned accounts including non-price related sales and business unit initiatives, special packs, and the recommendation/evaluation of incremental sales growth drivers. Communicate and ensure adherence to Quaker, Tropicana, and Gatorade's company policies.

Business Analyst/Category Analyst (12-18 mos) - Provide analytic support on category management initiatives in the filed division/customer team office which assist the sales organization in making volume, share and net revenue goals. Create customizable strategic BU initiatives such as new item launches or merchandising strategies to ensure executional excellence at the customer market level

Retail Sales Leader(12-18 mos) – Build new and existing relationships with customer retail divisions Partner with account executives and manage Advantage Sales and Marketing retail personnel to ensure execution of key business drivers.

Career progression is determined by both individual merit and position availability, with the goal of developing candidates to fill middle to senior level management roles after four to six years.

Sales Development Rotational Development Program Participants

We recognize that attracting innovative and disciplined talent is vital to Company growth. We are looking for enthusiastic individuals who possess excellent communication, negotiation, influencing and outstanding follow-up skills. Success in our team environment requires the ability to show initiative and self motivation. You must be a strong team player with ability to value the unique professional, educational and personal experiences that each person contributes to Quaker, Tropicana, Gatorade, a division of PepsiCo.

Locations: Seattle, Phoenix, Los Angeles, San Francisco, Dallas, Houston, San Antonio, Denver