

Management/Sales Internship Program



OUR COMPANY

Stability: Founded in 1866, Sherwin-Williams is the industry leader in providing top quality coatings and related products to paint contractors, manufacturers, industrial users, and the retail trade.

A Culture of Excellence: Recognized among CollegeGrad.com's "Top Entry Level and Intern Employer", seven core values drive the Sherwin-Williams culture and our company. These values: Integrity, People, Service, Quality, Performance, Innovation, and Growth, are reflected in our people, our products, and our business practices and relationships.

Our Brands: In addition to the Sherwin-Williams® brand, we manufacture and sell products under several other well-known and respected brand names such as Dutch Boy®, Krylon®, Minwax®, Thompson's®, Pratt & Lambert®, and Purdy®, to name a few.

Opportunities for Career Advancement: At Sherwin-Williams, over 90% of placement into managerial and professional positions comes from within the Company. We provide the necessary training and tools to assist our employees with taking an active role in defining their own career path.

More than 90% of our Store Managers, Sales Reps and District Management are promoted from within.



THE INTERNSHIP PROGRAM

Overview: Our store internship program was designed to provide you with a comprehensive learning experience. During your internship, you will gain practical business-to-business and retail experience working in a paint store servicing painters, contractors, and do-it-yourself customers. You will be exposed to the following:

- Sales – making product recommendations and servicing retail and wholesale customers
- Customer Relations – customer account management, product ordering, custom color matching
- Marketing/Merchandising – learning the plan-o-gram and pricing systems
- Product Knowledge – paints, applicators, spray equipment, and associated products
- Inventory Management – rates of sale, stock replenishment, inventory turnover
- Financial Reports – profit and loss statements, analytical reports
- Accounts Receivable – operation of a trial balance, credit terms, and collections
- Operations Management – delivery scheduling, competitive product analysis

Additionally, you may complete a special project on a relevant business issue. Interns who successfully complete the program and want to apply to our Management/Sales Training Program will have an advantage over other applicants.

Duration:

Summer before either junior or senior year of college, based on location

Eligibility and Requirements:

- Students enrolled in an accredited 4-year Bachelor's degree program with completion of either sophomore or junior year of college at start of Internship (based on location);
- Must be legally authorized to work in country of employment without sponsorship for employment visa status;
- General Business, Management, Marketing, Sales, Finance, or students with a related major are preferred;
- Prior work experience in sales or customer service is preferred;
- Excellent communication skills, a great work ethic, and an interest to work in an active, 'roll-up-your-sleeves' environment are essential.

Compensation

This is a **PAID** internship.

To learn more and apply, visit www.sherwin.com/mtp



Sherwin-Williams Careers —
Management and
Sales Training Program



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