



MBA Strategic Leadership Development Program Summer Internship (SLDP)

Now is a great time to join E. & J. Gallo Winery. Not only has our company earned the distinction of being the largest Winery in the world, but we have remained family owned and operated for over 80 years. Recently recognized by Glassdoor as one of the “Top 50 Best Places to Work”, we couldn’t be prouder of our employees. As a wine and spirits company with over 90 brands, the heart of our success story is our people. If you aspire to work in a dynamic industry expected to double in the next ten years, you’ll love what Gallo offers.

You can do a lot in 10 weeks at Gallo. As an intern in our MBA Strategic Leadership Development Program, you’ll be responsible for a project with similar responsibilities to those of our full-time employees. Project that will give you exposure to our functional areas and business, while also challenging you to apply your knowledge and expertise to real business problems. Our interns work on high-impact and highly-visible assignments in Finance, Technology or Supply Chain. Some of the possible assignment areas are outlined below.

MBA Strategic Leadership Development Program Summer Internship (SLDP) highlights include:

Internship Highlights Include:

- A challenging 10 week project with real deliverables in Finance, Information Technology or Supply Chain
- Supportive and fun co-workers in a rapidly growing industry, including 20(+) other elite MBAs
- Weekly intern events ranging from executive dinners to excursions in wine country

Gallo summer internships are a direct pipeline to full time positions in our **MBA Strategic Leadership Development Program**, which offers challenging assignments tailored around your individual career path. In this program, you’ll receive immediate responsibility and broad exposure to our growing business. This is your opportunity to be in the middle of the action – in strategic positions with frequent exposure to company leaders, core businesses, and technologies – where you can quickly make meaningful contributions.

We’ve identified some possible 12 to 24 month rotations below, but new opportunities are always emerging. This flexible program will allow you to either develop a robust functional expertise through functionally-specific rotations in Finance, Supply Chain or Information Technology - or try out different rotations across those three groups.

MBA Strategic Leadership Development Program (SLDP)

Highlights include:

- You can choose to be a functional expert, or rotate through different areas of the business
- Over 20 rotational opportunities across Finance, Information Technology and Supply Chain
- 12-24 Month Rotation schedule allows you to take ownership of your projects and show results
- Program length can vary, but most MBAs will spend 3 to 5 years in rotations before moving into a manager role

Your journey in the program is just the beginning. Through your rotations, you’ll gain an understanding of what areas are a match for your skills and interests. Following the program, you will take on a management role that helps you continue to grow as a leader. You might return to one of your previous rotation groups, or pursue an opportunity elsewhere within the company. We have MBA alumni leading groups across the company, and across the globe. Apply now to be next!

Finance Rotations

You can make a strategic impact on the winery every day while empowering growth with insights and analysis, often partnering with people in marketing, operations, sales and winemaking on projects in:

- **Brand Team Finance:** Develop long and short-term strategic direction to support marketing, sales, and new products
- **Financial Planning and Strategy:** Lead long-range strategic planning and corporate finance projects, including acquisition analysis, competitive benchmarking, and profitability analysis
- **Operations Finance:** Provide financial leadership to multiple wineries, bottling facilities, and supply chain

- **Sales Finance:** Develop profitability analysis, advertising spend management, and sales investment decision making
- **Revenue Management:** Develop pricing and promotion strategies to improve financial performance
- **Wine & Grape Supply:** Manage long-term strategic planning, working closely with winemaking, production, forecasting, and marketing to optimize the Gallo grape portfolio
- **Sourcing:** Align the needs of the marketing and supply chain organizations by leading negotiations with suppliers

Technology Rotations

You'll have the opportunity to be an internal business consultant driving strategic direction for technology projects and process redesign, leading projects in:

- **Business and Process Analysis** – Design new service models for leveraging Big Data, Cloud, Social Media and Mobility
- **Business Relationship Management** – Manage relationships across the winery, working closely with business partners to define the department's goals and how they can be met
- **Sales and Marketing** - Provide technical innovation and dynamic solutions to help us grow in the marketplace
- **Direct to Consumer** – Lead projects to influence digital marketing, marketing automation, e-commerce, as well as other consumer-facing technologies across Gallo's brands
- **Category Management** – Champion the adoption of new technologies that help to analyze market, sales, and forecast data to identify unseen business opportunities
- **Wine & Grape Supply** – Manage critical technical projects to help the winery match product demand with grape supply
- **Supply Chain & Operations** – Design, Develop, and Implement technology solutions driving operational excellence
- **Finance & HR** – Drive strategic technology initiatives to streamline and modernize the winery's corporate systems

Supply Chain Rotations

With the scale of our operations, you will never run out of stimulating and interesting challenges. Thinking big is a key part of your job, as you manage projects in:

- **Supply Planning:** Drive Strategy for material planning, finished goods inventory, and Sales and Operation Planning
- **New Products & Development:** Lead cross-functional project teams to bring New Products to market
- **Customer Service:** Balance cost, quality, and service by leading process reengineering projects for our Logistics, Distribution, and Customer Service Teams
- **Lean Six Sigma:** Manage cross-functional teams in strategic initiatives using Lean and Six Sigma methodologies
- **Quality:** Drive strategic process and system improvements in the Quality Services organization to create transformational change that will better support production, R&D, and food safety requirements
- **Operations:** Lead diverse teams in production or warehouse environments to drive service, cost, and quality
- **Sourcing & Co-manufacturing:** Align the needs of the marketing and supply chain organizations by leading negotiations with suppliers
- **Supply & Operations Planning:** Lead the Sales & Operations Planning process through valid demand management working closely with Marketing, Sales and Business Unit leadership.

Location

Gallo's corporate offices are in Modesto, California, in the heart of the San Joaquin Valley. Modesto enjoys sunshine more than three quarters of the year. It's the perfect place for the outdoor enthusiast. Play a round of golf, go river rafting, or just enjoy one of our many parks. To the west, you're only a 90-minute drive from San Francisco and all that the beautiful Bay Area offers. Travel to the east, and you could be skiing the Sierra Nevada or backpacking at Yosemite National Park. There's always something to do. Some employees choose to live in the East Bay suburbs of San Francisco (and a few even decide to live in the city). Gallo offers a free shuttle from the East Bay (Dublin, Pleasanton) that has Wi-Fi, so you can sit back and enjoy your commute.

MBA Immersion Program

The MBA Immersion Program starts with a multi-day onboarding program that is designed to develop wine and spirits industry knowledge, provide exposure to senior leadership, and build cross functional connections across the organization. Following the initial onboarding, new MBA hires will also tour vineyards, crush facilities and Gallo's glass and bottling operations to see first-hand how Gallo produces world class wines from start to finish. Additionally, you'll participate in senior leadership lunches, networking opportunities, mentorship programming and wine trainings.

Position Requirements:

- High school diploma or GED from an accredited institution and a Bachelor's degree required; First-year MBA student is required.
- Superior strategic, creative, and analytical problem solving skills.
- Proven leadership skills, business acumen, and communications skills.
- Three years of post-undergraduate work experience is preferred.

Gallo does not sponsor for employment based visas for this position now or in the future.

How to Apply:

Please apply at the following link to be considered: <http://tinyurl.com/GalloMBASLDPIntern2018>

If you have any questions, email College.Recruiting@ejgallo.com

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