



Looking for more than a basic office job?

Get paid to sell beer and impact the profitability of MillerCoors and our partners!

Tap into your career with the Sales Management Development Program . . .

SMDP offers top college graduates a specialized development program designed to provide them with an opportunity to build a broad foundation of work experience and business knowledge. You will learn the beer industry using an experienced-based approach. By rotating through challenging assignments, you will develop a sound understanding of MillerCoors and develop your leadership, technical and interpersonal skills along the way. To make the most of your experience, you are paired with a mentor who will encourage you to explore your career interests, push you to learn more about yourself, and assist with work transitions.



More than just early career development and the great experience you would expect from an industry leader:

- ✓ Challenging work focused on skills acquisition and strength development
- ✓ Interaction with, and exposure to, company leadership
- ✓ Meaningful rotational assignments that build confidence and credibility
- ✓ Guidance from senior leadership to ensure that participants have the tools to shape their future
- ✓ Specialized on-boarding program design for rapid immersion
- ✓ Rotational assignments within specified regions and local distributors
- ✓ Guidance and direction by dedicated, experienced sales managers
- ✓ Special project work to build innovative thinking and a strategic perspective

YOUR CAREER IN BEER STARTS HERE





DYNAMIC INDUSTRY – THREE TIERS OF BEER: Brewer -> Distributor -> Retailer

The beer industry operates within a federally mandated three-tier system involving brewers, distributors and retailers. This important process means that all alcoholic beverages must properly travel through a distribution chain that begins with the brewer, then moves to a state-based distributor, and then to a local retailer. It is through this three tier system that the vast types and brands of beer are safely and legally delivered to the marketplace.

BUILD YOUR CAPABILITY:

Utilize your quantitative, qualitative and influencing skills while partnering with our distributors. On-the-job learning, classroom and online training, individual project work and an extensive peer network will help you develop key competencies for long-term career success including:

- ✓ Business Acumen
- ✓ Planning
- ✓ Selling Skills
- ✓ Execution
- ✓ Decision Making
- ✓ Building Business Relationships
- ✓ Passion for Learning

You will learn how to effectively merchandise our products at retail, make on-premise (bars & restaurants) sales calls and off-premise (grocery and convenience stores) sales calls as well as gain exposure to distributor operations.

QUALIFICATIONS:

- ✓ Must be 21 years of age or older and a Bachelors degree by August 1
- ✓ Must be a U.S. citizen or have permanent U.S. work authorization
- ✓ Passionate about the beer industry
- ✓ Demonstrated leadership skills through school, work, sports, extracurricular activities
- ✓ Interest in working independently and in a team
- ✓ Desire to shape your personal future and the future of the industry
- ✓ Confident self starter with demonstrated drive to succeed

Apply on-line at www.millercoors.com and “click” on Careers.

