



COMPANIES OFFERING SUMMER INTERNSHIPS

Several Cheese Importer Firms are offering summer internships in Marketing and Supply Chain Management. Successful candidates will be paid \$600 per week for 10 weeks. Below are some of the job descriptions and locations.

MARKETING & SALES:

(see page 9 for Supply Chain Management positions)

Atalanta Corporation

<http://www.atalanta1.com/>

Location: Elizabeth, NJ

Company Description:

Atalanta Corporation is a multi-national food importer specializing in meat, cheese, groceries, fruit juice concentrates and fish products from around the world. The ancient Greeks revered the goddess Atalanta for her prowess as a hunter and the speed in which she acted. Our founders took this name for our company to emulate both her swiftness and ability to provide. Today we pride ourselves in providing our customers, suppliers and partners with the best possible service in the quickest amount of time.

Atalanta is looking for self-motivated and independent individuals, with proficient Microsoft Office skills to assist the various divisions in their daily operations.

Departments interested in hiring a summer intern:

- Cheese
- Grocery
- Marketing
- Sales/Business Development
- Finance
- Logistics
- Quality Control/Food Safety

Typical Tasks Include:

- Sales analysis
- Identifying lost sales
- Targeting grow opportunities
- Assist in brand development strategies with sales team and product management group
- Product updates
- Update point of sale material
- Review existing product codes and features on all sales documentation
- Creation of misc. spreadsheets for various projects and departments

The Gellert Global Group is an Equal Opportunity Employer. All qualified applicants will receive consideration for employment without regards to race, color, religion, sex (including pregnancy, gender identity, and sexual orientation), national origin, disability, genetic information or protected veteran status.



Emmi Roth USA

<https://us.emmi.com/en/>

Location: Fitchburg, WI

Company Description:

Emmi Roth USA, a subsidiary of Switzerland based Emmi Group, is a leading producer of specialty cheeses. The expansive portfolio includes award-winning cheeses from the United States, Switzerland and Europe, each crafted with pride from the freshest local milk. Key cheese brands include Kaltbach Cave-aged, Roth Grand Cru® and Buttermilk Blue®. Tradition and innovation balance perfectly to deliver distinctive offerings of the highest quality to the retail and food service trades.

Job Description:

Assist with digital marketing and social media content, and analysis. Maintain social media communication for the Emmi Roth USA social media presence, including contributing to multiple brands' social platforms, digital marketing and advertising campaigns. Assist with internal corporate communication and maintain company portal.

Essential Duties:

- Generate traffic to website and social media sites.
- Plan and execute social media editorial calendar and promotions.
- Write and edit website information and presentations.
- Review incoming periodicals and internet sites covering Emmi Roth USA.
- Assist with monitoring social communities and measuring social impact.
- Other duties as assigned.

Job Specifications:

- Must be well acquainted with social media developments, online behavior and trends
- Impeccable attention to detail, specifically in regards to written communications
- Strong understanding of existing and emerging social media platforms and tools
- Experience with WordPress
- Photography and design experience a plus



Anchor, a brand of Fonterra, USA

www.mainlandcheese.com

www.anchorfoodprofessionals.com

Location: Rosemont, IL (Chicago area)

Company Description:

Anchor Food Professionals is the #1 foodservice dairy brand of Fonterra, a NZ based company, in markets such as China, Australia, Indonesia – and we're looking to bring our global success now to the USA. If you want your internship to come with an opportunity to work for a global leader in food services with career opportunities in over 140 countries, ongoing coaching AND a place where your ideas are heard... then come join us! Fonterra is a global leader with a very clear strategy, backed by global insights and innovation that requires the right people with an "ideation" mindset to create new value for customers in the United States. Please see <https://anchorfoodprofessionals.com/us/en.html> to learn more.

Potential areas for concentration:

- Research and analysis of category potential NPD Pipeline
- Developing and executing promotional programs;
- Creating and editing specialty food product materials for the host company sales team and/or company website;
- Set up of branded point of sale material
- Conducting food demonstrations for retailers



Lactalis Deli Inc.

<http://lactalisamericangroup.com/>

Location: New York City & Buffalo, NY

Summary: The Intern will be expected to work 40 hours per week for ten weeks. They will be responsible for assisting the Marketing Manager with product lines, national imported brands, and the analysis of industry data, volume, and new product innovation.

Essential Duties and Responsibilities include the following. Other duties may be assigned.

1. Packaging: coordination of design development with agencies and with the approval process.
2. Innovations/Renovations: Help with coordination of launch and the relaunch projects in partnership with other departments and outside vendors.
3. Promotion: POS development and help with in-store implementation in partnership with sales team.
4. Data- Working with data extraction from panels and databases.
5. Digital activity: The coordination of website updates and help with management of online presence.
6. This description reflects management's assignment of essential functions, it does not proscribe or restrict the tasks that may be assigned

Qualifications: The requirements listed below are representative of the knowledge, skill, and/or ability required. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions.

Education

- Current student working towards an BA or MBA with specialization in marketing.

Experience

- Some practical experience through prior internships or professional experiences.

Specialized Knowledge

- Knowledge of French is a plus.

Skills/Abilities

- Open-mindedness, strong implication, capacity to understand/analyze/react, creativity, pro-activity, organizational skills, team work ability.
- Interest in foreign cultures, in food as part of a lifestyle; cheese amateur.

Competencies: To perform the job successfully, an individual should demonstrate the following competencies:

Group Behavioral Competencies

AMBITION

1. Performance: Challenging yourself and others in order to work efficiently and to deliver required business results
2. Continuous Improvement: Looking for ways to continuously improve quality, efficiency/effectiveness of the Group performance.
3. People Development: Identify areas for developing oneself and the others



ENGAGEMENT

1. Entrepreneurship: Manage the business as if it were theirs.
2. Loyalty: Support positively and protect the Company
3. Tenacity: Overcome the obstacles
4. Accountability: Stand by one's commitment, deliver the results in a transparent manner.

WITH SIMPLICITY

1. Accessibility: Ensure relationships based on accessibility, modesty and proximity
2. Pragmatism: Work in a practical and effective manner (with common sense)
3. Transparency: Act and communicate with clarity and transparency



Ornua North America

<http://www.ornuanorthamerica.com/>

Potential Locations: Seattle, Portland Oregon, Boston, New York, Miami, New Orleans, Chicago, Nashville, Salt Lake City, Austin, Minneapolis, DC/Baltimore

Job Summary:

The role of the Sales & Marketing Intern is to promote Kerrygold Brands, primarily to consumers, by working with retailers in a specified market. The position is offered on a Tuesday to Saturday basis, with a strong in-store focus.

Key Areas of Responsibility:

1. To perform in-store demonstrations for Kerrygold products at a minimum of 4 days per week.
2. To carry out store visits for the remainder of the week to ensure that Kerrygold products are correctly merchandised and placement of point of sale material in stores is apparent.
3. To prepare regular weekly reports to your direct reporting manager on your activities in the market and highlight any issues of note.
4. To work with the Sales & Marketing Executive/Regional Manager for the region to ensure that all sales promotions are executed appropriately with specific accounts.
5. To prepare for attendance at Food Shows and events locally as required.

Requirements:

- Excellent communication and interpersonal skills.
- Previous sales and/or merchandising experience in the food/drinks industry is desirable but not necessary.
- The ability to self-motivate and work unsupervised.
- A willingness to travel within the sales region.
- A full driver's license.



Saputo Cheese USA Inc.

www.saputo.com

Location: Milwaukee, WI

Company Description:

Saputo produces, markets, and distributes a wide array of dairy products of the utmost quality, including cheese, fluid milk, extended shelf-life milk and cream products, cultured products and dairy ingredients. Saputo is one of the top ten dairy processors in the world, the largest cheese manufacturer and the leading fluid milk and cream processor in Canada, one of the top three dairy processors in Argentina, and among the top four in Australia. In the US, Saputo ranks among the top three cheese producers and is one of the largest producers of extended shelf-life and cultured dairy products. Our products are sold in several countries under well-known brand names such as Saputo, Alexis de Portneuf, Armstrong, COON, Cracker Barrel*, Dairyland, DairyStar, Friendship Dairies, Frigo Cheese Heads, La Paulina, Milk2Go/Lait's Go, Neilson, Nutrilait, Scotsburn*, Stella, Sungold, Treasure Cave and Woolwich Dairy. Saputo Inc. is a publicly traded company and its shares are listed on the Toronto Stock Exchange under the symbol "SAP".

Sales & Marketing Intern Job Description:

Essential Job Functions:

- Support the specialty marketing team's efforts to update the nutrition facts panel on all packaging. Maintain project tracker; assist with gathering dielines, recipes and current artwork; and build job tickets in project management software.
- Plan and assist in the execution of marketing promotions and campaigns. Analyze statistics, providing feedback and suggestions for future improvement.
- Assist with the planning and coordination of industry tradeshow. Work with Marketing Specialist to source samples, develop signage and advertisements, and coordinate shipments as needed.
- Help create and update presentations using Saputo template and pre-defined content.
- Assist with ideation and development of content for social media pages.
- Support cheese competition award entry submission process. Work with Marketing Specialist to define list of entries, source samples, and ship as needed.
- Miscellaneous organization projects as needed.

Requirements:

- Values that align with the Saputo culture.
- Excellent verbal and written communication skills.
- Must possess attention to detail and professionalism.
- Ability to work in a team environment and handle multiple tasks.
- Ability to define problems, collect data, establish facts, and draw valid conclusions.
- Working knowledge of computer programs (i.e. Excel, Word, PowerPoint, etc.)



Schuman Cheese

www.Schumancheese.com

Location: Fairfield, NJ

Company Description:

Arthur Schuman Inc. is the largest hard-Italian cheese company in the U.S. We are a privately held, fourth generation family run business with roots as an importer of fine Italian hard cheese. We've been migrating into becoming a significant player in the domestic manufacturing and processing of Italian and other cheeses. We are vertically integrated and distribute over 150 million pounds of cheese each year across the Food Service, Retail, and Industrial market segments in the U.S. and abroad.

The company believes in enhancing everyday eating experiences with the highest quality cheeses. We do so with honesty and integrity, pride in our products, innovation, industry leadership and a commitment to the wellbeing of our family, employees, suppliers, customers and community. We have a passion for cheeses and for bringing top talent into our organization that can share this passion, do great work and enhance our organization.

Job Description:

- Supports Project Management and Marketing Services Teams in daily activities related to product launches, packaging refreshes, product demonstrations and tradeshow support.
- Responsibilities:
 - Assist in coordinating internal review and required approvals for packaging artwork
 - Proofread packaging artwork as required
 - Handle incoming samples requests for existing and mocked up items
 - Assist in coordination of product photography requests
 - Ad Hoc sales team support
 - Provide support for tradeshow preparation
 - Ad Hoc analysis as needed
 - Support the team in additional areas as needed



SUPPLY CHAIN MANAGEMENT

Alba Wheels Up

<https://www.albawheelsup.com/>

Location: Valley Stream, NY

Company Description:

Alba Wheels Up is a premier Customhouse broker and Freight Forwarder. Alba Wheels Up has become the standard for the expertise needed to handle the Wearing Apparel, Perishable Food Products, Electronics and Marble & Stone sectors, traditionally the most difficult commodities to both harmonize and provide supply chain management to. Our Global network provides true door-to-door service and supply chain management required in today's logistics environment. Our advanced transport management platform ensures visibility of our client's freight from point to point. All team members are encouraged and supported to obtain their career and personal goals while working in world class facilities.

Job Description:

Responsible for providing and maintaining effective customer service and satisfaction; provide information to resolve customer shipment related issues; interact with management and personnel to establish service criteria and meet customer requirements. Seeking an Internship to help us out with the following duties:

- Obtaining and processing the Importer Security Filing for Dairy shipments destined for US
- Recognizing the type of Dairy products and determining the proper US classification and determining license requirements, if necessary
- Follow up on Customs matters and resolve problems
- Determining the Food & Drug Product code and compliance with Food Safety Modernization Act
- Answer both customer inquiries and inter-company inquiries
- Preparing and distributing Inland delivery orders for temperature sensitive merchandise

Qualifications & Requirements:

- Good communication skills (verbal and written)
- Must be detailed oriented
- Proficient in Windows and Microsoft Office Suite



All-Ways Forwarding

www.shipallways.com

Location: Elizabeth, NJ

Company Description:

All-Ways is the pivotal link between point of manufacture and point of sale. Every day, we channel our thirty years of hindsight into the kind of distilled insight that uncovers opportunities and efficiencies within each link of our clients' supply chain. With a culture that breeds creativity, and with a personal stake in our clients' success, where others see roadblocks, we thrill to the challenge. We're agile, we're lithe, and we're driven. We're All-Ways. We get things moving.

All-Ways is an international freight forwarding company that sports several divisions:

- Logistics
- US Customs, USDA and FDA Clearing
- Trucking
- Warehousing
-

We have a dedicated Cheese and Gourmet Foods Department with over 20 employees. Our Customs Clearing Team is over 100 strong. We partner with our import clients and assist with all aspects of the US Import Process. We specialize in the US FDA, USDA and the US Customs Clearing of Cheese. Many of the founding members of the CIAA are included in our client base. We are considered the local FDA Superfiler.

Job Description:

The selected Customs Clearing intern will be introduced to the US Customs USDA and FDA clearing process. This position is data entry intensive. There will also be back office projects that help tie all of the entry process, freight release, vessel arrival, pier removal and warehouse receipt of this perishable product together. The candidate will also become familiarized with USDA Licensing Regulations.

This will be a high level opportunity for the selected student as we will fast track them through the US Customs HTS Code and explain how it is related to the USDA FAS Dairy Licensing Program.



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www.mainlandcheese.com

www.anchorfoodprofessionals.com

Location: Rosemont, IL (Chicago area)

Company Description:

Anchor Food Professionals is the #1 foodservice dairy brand of Fonterra, a NZ based company, in markets such as China, Australia, Indonesia – and we’re looking to bring our global success now to the USA. If you want your internship to come with an opportunity to work for a global leader in food services with career opportunities in over 140 countries, ongoing coaching AND a place where your ideas are heard... then come join us! Fonterra is a global leader with a very clear strategy, backed by global insights and innovation that requires the right people with an “ideation” mindset to create new value for customers in the United States. Please see <https://anchorfoodprofessionals.com/us/en.html> to learn more.

Potential areas for concentration:

- Transportation data analysis - research involving state of the industry – trends, predictions, capacity, disrupt activities.
- 3PL cost review - comparison of Fonterra rates to contracts, industry averages at lane level comparison
- Supply Chain Coordinator - shadow and assist Logistics manager including warehouse visits, traffic scheduling, complaint investigations



Lactalis Deli Inc.

<http://lactalisamericangroup.com/>

Location: Buffalo, NY

Summary: This position reports to the Director of Supply Chain Planning and performs a variety of duties in support of the Supply Chain operations. Will work across multiple functions of the Supply Chain department (Logistics, Production Planning, Forecasting, Milk Procurement and Customer Service), to execute ideas, solutions and recommendations into systems and processes supporting the focus of the department and company. The intern will work 40 hours/week for duration of 10 weeks at the Corporate Offices.

Essential Duties and Responsibilities include the following. Other duties may be assigned.

1. Will provide support to Supply Chain Financial analyst as needed.
2. Precise, timely, and professional communication with personnel in various departments.
3. Develop and coordinate cross-functional project plans and critical paths by utilizing various planning tools (Stratum, Prism, Excel, and attend periodic team meetings) in order to ensure timely implementation of Supply Chain initiatives.
4. Collaborate with internal and external stakeholders to ensure solutions meet business needs
5. Develop communication protocol using input from stakeholders, Senior management and project teams in order to ensure clear understanding of project scope, objectives, performance, and changes.
6. Identify and resolve issues and conflicts within and among project teams. Proactively manage changes in project scope, identify potential crises, and devise contingency plans.
7. Will understand and document process improvements and coordinate implementation throughout LAG.
8. This description reflects management's assignment of essential functions, it does not proscribe or restrict the tasks that may be assigned

Qualifications: The requirements listed below are representative of the knowledge, skill, and/or ability required. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions.

Education

- The candidate should be a college student working towards a Bachelor's or Master's Degree in Supply Chain, Business, Agricultural Business Management, Economics, or a related field.

Specialized Knowledge

- Candidate needs to have extensive knowledge of Microsoft Office applications in order to integrate activities into various systems.

Skills/Abilities

- Ability to read, to analyze, and interpret general business periodicals, professional journals and/or governmental regulations. Must have ability to write reports, business correspondence, and procedure manuals. Must have the ability to effectively present information and respond to questions from groups of managers, clients, customers, and the general public.
- Ability to calculate figures and analyze data



- Experience working effectively within and without formal lines of authority to accomplish goals.
- Strong proficiency in Microsoft Word, Power Point, Excel, Access, and Project.
- Strong communication and influence attributes, and skills with economic cost/benefit analysis.

Competencies: To perform the job successfully, an individual should demonstrate the following competencies:

Group Behavioral Competencies

AMBITION

1. Performance: Challenging yourself and others in order to work efficiently and to deliver required business results
2. Continuous Improvement: Looking for ways to continuously improve quality, efficiency/effectiveness of the Group performance.
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WITH SIMPLICITY

1. Accessibility: Ensure relationships based on accessibility, modesty and proximity
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Ornua Supply Chain

<http://www.ornuanorthamerica.com/>

Location: Evanston, IL

Ornua is an agri-food commercial co-operative which markets and sells dairy products on behalf of its members, Irish dairy processors and the Irish dairy farmer. We are responsible for exporting over 60% of Ireland's dairy products.

Our core purpose is to bring quality Irish dairy products to markets around the world. We do this by sharing the story of Irish farming and explaining how Irish dairy products are produced from the milk of grass-fed cows, the most sustainable dairy farming system in the world. By building markets for dairy products, we aim to increase the value of Irish milk and to deliver strong returns for Irish farmers.

We are the proud owners of the Kerrygold brand which is found in shops and in homes all around the world.

Job Summary: To assist in the implementation of a Materials Requirements Planning (MRP) module, defining and setting appropriate parameters to optimize both Order Fulfillment and Stock Turns by SKU. Additionally, working with our Third Party Logistics Provider (3PL) to implement recommended transport optimization initiatives. Also, supporting the smooth running of the department generally.

Key Areas of Responsibility:

- Gain a full understanding of the M3 ERP, MRP module and the parameters that drive it.
- Research those parameters using industry best practice and Ornua history to recommend settings
- Trial appropriate settings on selected SKUs to monitor the business impact, then implement across all SKUs
- Work with CH Robinson (3PL) to implement freight optimization initiatives
- Supporting the Customer Service team as necessary, particularly during periods of vacation.

Requirements:

- Strong analytical and research skills.
- Logical thinker and planner to be able to progress projects
- Work on own initiative to find data and turn it into useful information
- Customer Service mindset
- Strong MS Excel skills
- Degree of proficiency in other Microsoft Office applications (Word, Outlook, and Internet Explorer)
- Ability to Manage Multiple Priorities
- Ability to work closely within a team environment, as well as work individually, with little supervision

Experience:

- Some supply chain / customer service experience preferred



Saputo Cheese USA Inc.

www.saputo.com

Location: Milwaukee, WI

Company Description:

Saputo produces, markets, and distributes a wide array of dairy products of the utmost quality, including cheese, fluid milk, extended shelf-life milk and cream products, cultured products and dairy ingredients. Saputo is one of the top ten dairy processors in the world, the largest cheese manufacturer and the leading fluid milk and cream processor in Canada, one of the top three dairy processors in Argentina, and among the top four in Australia. In the US, Saputo ranks among the top three cheese producers and is one of the largest producers of extended shelf-life and cultured dairy products. Our products are sold in several countries under well-known brand names such as Saputo, Alexis de Portneuf, Armstrong, COON, Cracker Barrel*, Dairyland, DairyStar, Friendship Dairies, Frigo Cheese Heads, La Paulina, Milk2Go/Lait's Go, Neilson, Nutrilait, Scotsburn*, Stella, Sungold, Treasure Cave and Woolwich Dairy. Saputo Inc. is a publicly traded company and its shares are listed on the Toronto Stock Exchange under the symbol "SAP".

Job Description:

The Supply Chain team is part of the Purchasing group at Milwaukee and Lincolnshire is responsible for the sourcing and movement of raw materials and finished goods, both domestically and internationally. This team owns the relationship with plants, transportation vendors, warehouses and distribution centers. Summer internship with a local university in the New Jersey area, that has a well-recognized Industrial Engineering or Supply Chain Operations Management program.

Project Scope:

Focusing on warehouse distribution/supply chain efficiency at Carlstadt. During the internship one would do data and process analysis. Frequent interactions with building leadership and corporate business leaders.

Project 1: Storage Capacity Efficiency and layout optimization Evaluate layout and provide recommendations on maximum utilization of staffing levels, equipment and facility.

Project 2: Supplier Scorecard Enhancement Evaluate current procedures to enhance our supplier compliance scorecard with Saputo's inbound requirements. Develop an automated process to compute month quality scores and determine the level of inspection based on past performance by publishing a month rank/rate of each supplier. Assess and provide guidance on industry standard charge back costs to suppliers.

Requirements:

- Candidates must be enrolled in the a US accredited university for the semester before and immediately following the internship
- At a minimum must have completed their junior level, pursuing a bachelor's degree in supply chain management or an industrial engineering.
- Required experience in each of the following MS Office applications
- Proficient in: MS Outlook, MS Word, MS Excel, MS PowerPoint Software: AutoCad, Minitab
- Strong background in statistical analysis, problem-solving capabilities
- Can innovate and look beyond standard practices
- Work measurement and process analysis
- Capacity and facilities design



- Strong oral and written communication
- Travel Requirements, Local travel may be required based on business needs