Host Name: Sysco Syracuse, LLC, 2508 Warners Road, Warners, NY 13164

Host Background Information: Sysco is the Nation’s largest food service marketing and distribution company. Sysco markets more than 150,000 food and related items to more than 420,000 customers through 172 distribution centers. Each day, over one-half of the meals in America are eaten away from home in facilities such as restaurants, cafeterias, hospitals, colleges and factories. Sysco is privileged to supply one of every ten of those meals.

Sysco’s history in New York can be traced back to 1933, when Herbert Liebich sold the first food service frozen products delivered by the Bird’s Eye Company. In 1970, Mr. Liebich’s company, Albany Frosted Foods, joined Sysco Corporation. The two New York distribution centers in Albany and Syracuse are part of 60 centers serving the entire continental United States.

Sysco Syracuse distributes over 10,000 items, consisting of meat, poultry, seafood, produce, dairy, frozen, beverage, dry and canned food products, as well as a wide variety of non-food wares such as paper plates, napkins, soaps and detergents, cleaning chemicals, silverware, cooking utensils, chinaware and healthcare.

Our business is to deliver the kinds of goods and services our customers want, in the proper condition, and at the time required. This is accomplished most effectively through the interdependent cooperation of all our employees - our most valuable asset.

Internship Position Name /Title: Marketing/Business Development Intern

Internship Position / Project Context: The Business Development/Review Team is tasked with promoting the customer’s Sysco experience, fostering customer education/relations, and educating sales professionals at monthly sales meetings. The intern will play an integral role in supporting these efforts.

Description of the Internship Work: Under the supervision of the Director of Business Development/Review, the intern is responsible for providing support for business reviews with our gold, silver and bronze customers - defined by gross profit dollars produced. The objective of business review is to create retention with our top-
level customers by strengthening our relationship by helping them in all aspects of their business. The intern will research and analyze data to assist in maximizing the potential in each of those targeted accounts. The intern will support a team of specialists, brands manager, business development manager, and executive chef. The intern will also have the opportunity to view Sysco in the field environment through direct observation of business development, sales and delivery. The intern will provide support for and participate in monthly sales meetings.

**Basic Qualifications and Preferred Experience:** Marketing or Business Major with working knowledge of MS Office particularly Excel, PowerPoint and Word. Ideal candidate will have excellent oral and written communication skills.

**Internship Schedule:** It is the expectation of the CALS NYS Internship Program that interns will devote 32 hours (80%) of a standard 40-hour work week to the responsibilities of their position and 8 hours (20%) to the community engagement project. It is preferable that the 20% release time be taken either in one eight-hour day or two, 4-hour half days. The host will accommodate this requirement with a flex work schedule.

**Expected Outcomes (for intern):** The Marketing/Business Development Intern will acquire broad base knowledge of the food sales and distribution industry with particular emphasis in sales and marketing.

**Location of Assignment:** Sysco Syracuse, LLC 2508 Warners Road, Warners NY 13164

**Other:** We value diversity - Sysco is an equal opportunity employer.