

Organization Name	Unilever
Website	https://www.unilever.com/
Type	Marketing/Corporate
Location	Chengdu
Intern Capacity	1-2
Description	Unilever started out in Victorian England since 1885 and established in 1929. Up to now, great products from its range of more than 400 brands give Unilever a unique place in the lives of people all over the world. Unilever Food Solutions (UFS) business is the leading player in both Unilever global Food Solutions as well as in China market. And the UFS Chengdu office is focused in driving business growth in west region.
Intern Responsibilities	<p>1) Field Sales</p> <ol style="list-style-type: none"> 1. Pull team: Maintain and develop customer including restaurants, hotels and chain customers. 2. Push team: Manage distributor and whole sale market, including driving sales, improving display and maintaining customer relationship. <p>2) Trade Marketing</p> <ol style="list-style-type: none"> 1. Providing the market visit report to remind management team about market trend, competitor information, etc. 2. Working with design and implementation agencies to deploy visual and other merchandise in store to engage the shopper 3. Being responsible for entire budgets for the brands/quarters and utilizing them in a profitable and viable manner. 4. Analyzing past performance and coming out with recommendations on how to better deploy of brand strategies in store. <p>3) Sales Operation</p> <ol style="list-style-type: none"> 1. Sales information entry and performance tracking by individual and teams. 2. Provide timely report on sales progress, by category/by SKU growth, stock and logistic status etc. to management team. 3. Manage mobile device data accuracy and data upload.
Format (hours/days per week, flexibility, etc.)	Flexible; Depends on student's schedule