



COMPANIES OFFERING SUMMER INTERNSHIPS

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.



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.

Job Description:

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

Departments interested in hiring a summer intern

- Marketing
- Sales/Business Development
- Finance
- Logistics
- Human Resources
- Quality Control/Food Safety

Skills:

Looking for self-motivated and independent individuals, with medium to proficient excel and power point skills to assist the all divisions and daily operations.



Champignon North America, Inc.

www.champignon-usa.com

Location: Englewood Cliffs, NJ

Company Description:

Champignon North America is the exclusive importer of specialty cheeses from its parent company Käserei Champignon, a 106 year old, family-owned cheese producer based in Bavaria, Germany. Käserei Champignon sources milk only from local farms in the Allgäu region of Bavaria. Champignon North America was established in the U.S. in 1981 and imports soft-ripened cheeses, blue cheeses, and Limburger, all made with pasteurized milk.

Job Description:

Marketing & Operations Assistant

- Conduct consumer research by doing store visits and demonstrations
- Develop and implement a marketing program for a brand or specific retailer
- Prepare demo supply kits and send to demo companies.
- Assist in preparing samples for buyers and sales team
- Maintain record of all advertising material, including: dummies, recipe cards, vouchers, coupons, cheese boards, knives, etc. to ensure they don't go out of stock; reorder supplies as needed
- Maintain advertising material neat and organized
- Maintain supplies for sample packages, including: ice packs, shipping boxes/envelopes, tape, stickers, UPS pouches, etc. to ensure they don't go out of stock
- Visit warehouse to pick up samples and marketing materials delivered to warehouse
- Able to handle about 40 lb. packages
- Assist as needed (and dependent on interest) with:
 - I. checking inventory in inventory management system
 - II. filing containers/ paperwork

Skills:

Organized, energetic, outgoing, good interpersonal skills, and collaborative. Microsoft Office. Spanish is not necessary but would be plus, particularly for those with an interest in learning more about Operations



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 strategy, management and analysis. Maintain social media communication for the Emmi Roth USA social media presence, including contributing to the brands' social platforms, digital marketing and advertising campaigns.

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



Finlandia Cheese Inc.

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

Location: Parsippany, NJ

Company Description:

Finlandia Cheese Inc. was founded in the 1950's as the demand for full flavored, quality cheeses began to grow in America. The rich, robust cheese quickly became a favorite in the finest New York deli's and then expanded into supermarkets, delis, cheese shops and restaurants throughout the Northeast. Today, Finlandia is one of the most highly regarded cheese brands in the United States known for superior taste and quality. While best known for traditional Swiss cheese, Finlandia's full line of delicious premium cheeses is now available in twelve flavorful varieties and can be found throughout the country. Finlandia cheese is most popular on sandwiches and as a snack, however, home cooks and chefs use Finlandia cheese within their finest recipes for its robust flavors. Finlandia Cheese is a division of Valio LTD, whose reputation in dairy began in 1905 when seventeen of Finland's finest dairies joined together to create the Republic's first dairy co-operative. This illustrious co-operative became known as Valio and produces more than 85% of the country's milk.

Job Description:

Finlandia is looking for a consumer marketing intern to join their marketing team. This internship will provide a well-rounded overview of consumer marketing as well as the opportunity to get hands on experience with a variety of marketing activities including digital, social media, events, public relations, research and promotions.

Product Development

- Research the market potential of new product offerings
- Visit local stores to collect competitive information and samples
- Analyze syndicated sales data to define market opportunities
- Assist with developing/reviewing packaging
- Assist with developing sales presentations and other sales collateral for products already in development
- Research and provide insight on new food, cheese and dairy trends
- Work with Product Development Project Managers to commercialize new products
-

Responsibilities may include:

- Social media and website support
- Coordinate and help with trade shows and events
- Analyze and track brand data and performance
- Prepare and create engaging powerpoint presentations
- Liase with agencies including PR, creative, and social media

Skills:

- Marketing major preferred
- Interested in marketing (PR, communications, advertising, digital media, etc)
- Experience working in powerpoint and excel
- Extremely well organized
- Strong results orientation and project management skills
- Self-sufficient, hard-working multi-tasker with entrepreneurial mindset
- Enjoys working in an open, friendly and fast paced environment



Fonterra Foodservices (USA) Inc. (Anchor Food Professionals)

www.anchorfoodprofessionals.com

Location: Rosemont, IL (Chicago area)

Company Description:

A is part of New Zealand's Fonterra Co-operative Group Ltd, the world's largest exporter of dairy products, supplying dairy ingredients and consumer products to over 140 countries worldwide. Our Foodservice and retail operation for the US is headquartered in Rosemont, Illinois, where we manage a portfolio of imported and domestically produced butter, cheese and cream that meet the needs of full service restaurants, bakeries and more. In addition to supplying foodservice establishments, we also sell New Zealand produced cheese and butter through retail outlets in the US under the Mainland and Anchor brand names. All of our New Zealand produced offerings are made from the milk of hormone-free, pasture-grazed cows.

Job Description:

We are looking for a qualified marketing intern to join our team this summer. This internship will provide a good opportunity for a candidate to get hands-on experience with a variety of marketing activities. Responsibilities may include:

- Social media planning and execution
- Assist in planning and execution of marketing promotions
- Work with team to launch new products
- Support packaging initiatives

Required skills:

Pursuing bachelors' degree in Marketing, Communications, Business or related field; marketing majors preferred

- Excellent verbal and written communication skills
- Organized self-starter with ability to multi-task with an entrepreneurial mind-set
- Proficient with Microsoft Office (Excel, PowerPoint, Word); experience with Adobe software a plus
- Knowledgeable on various forms of social media



Jana Foods

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

Location: Miami/Ft. Lauderdale, FL

Company Description:

Jana Foods was founded in 1995 as a small import / export / sales & marketing firm. The company grew with volume sales of cheese, butterfat, and powdered dairy products to major food manufacturers, starting modestly with a small selection of cheese and butter items we began building our distributor network. Along the way we made some substantial acquisitions positioning us for future growth. Today, Jana sells nationwide through three sales offices, Iselin New Jersey, San Francisco and Miami representing some of the finest cheese producers in the world. These include Royal Friesland Campina in Holland, and Wyke Farms in Great Britain. In addition we have a strong portfolio of specialty cheese brands imported from all over the world including Australia, Denmark, Argentina, Czech Republic, Greece, Italy, Hungary and other countries.

Job Description:

We are looking for a well-qualified candidate to join our team as a sales and marketing intern. He or she will hold multiple responsibilities in the fields of sales and marketing, working primarily in the field to promote our brands through meaningful interactions with deli and specialty cheese managers.

Primary Responsibilities:

- Work closely with the sales and marketing teams to develop weekly plans of actions
- Assist with planning and execution of marketing campaigns and programs
- Gather primary data on our imported specialty cheese brands at various retail locations in the Miami/Ft. Lauderdale region by conducting product demonstrations
- Research and analyze trends for cheese, dairy and other new items within the specialty cheese depts.
- Relay knowledge of new products and promotions to deli and specialty cheese managers while providing them with relevant marketing materials
- Attend trade and consumer events in the region in order to gain insight into the industry while conversing with vendors and end consumers
- Present concise, actionable insights each week to the sales team at both of our offices in Miami, FL and Iselin, NJ

Skills:

- Interested in gaining experience in and learning about the unique specialty foods industry
- Currently pursuing a Bachelor's degree in marketing or a related field
- Must have a valid driver's license and access to a vehicle during the work week
- A positive, professional, and proactive attitude with excellent communications skills
- Must be a self-motivated, task-oriented individual who can work independently as well as be a significant contributor to the team



MCT Dairies, Inc.

<http://www.mctdairies.com>

<http://oldcroccheese.com>

Location: Millburn, NJ

Company Description:

Founded in 1983, MCT Dairies, Inc. set out with a goal of providing quality cheese and dairy products at competitive prices with an emphasis on customer satisfaction. Our initial philosophy was to offer customers the advantage of purchasing products at factory direct prices in less than truckload quantities while developing niche markets for manufacturers not previously explored by them. This concept has greatly expanded as the business continues to grow.

Since its inception, MCT Dairies has developed into a full line dairy distributor and trading house. We specialize in both domestic and imported products including cheese, butter, butterfats, milk powder, and dried dairy proteins. The company functions as a distributor, importer, exporter and marketing arm for numerous domestic and international manufacturers. Our focus is on value-added products, new product development, as well as purchasing out-of-spec or surplus products for further processing. MCT offers a wide range of products, ingredients and services to the industrial, dairy processing, manufacturing, cheese grating, cut and wrap, retail and food service industries.

Job Description:

Position: Logistics and Marketing Analysis Intern

We are seeking a goal oriented and motivated self-starter with strong analytical skills to assist the CEO, CFO and Marketing Manager in identifying new opportunities and improving current results through the design and implementation of accurate and meaningful sales analyses, market research and general sales and marketing assistance. The internship will provide valuable access to our unique and unparalleled expertise in the global dairy market through direct interaction with our management team. We are always "Thinking outside the barn"®

Responsibilities include (but not limited to):

- Main focus will be on sales and competitive analysis relating to our recently introduced Australian Specialty Cheddar Cheese brand (OLD CROC®)
- Work with marketing team on the viability of proposed or contemplated new products
- Respond to customer / consumer requests for samples and marketing materials
- Attend staff meetings and work with marketing agency in implementation of marketing strategies including suggestions for updates to website and other social media
- Research transportation costs and availability of locations relative to ports of arrival, supply chain vendors and delivery of finished products
- Provide assistance for upcoming trade shows and product demonstrations
- Assist staff in day to day office practices including interaction with customers and brokers
- Other analysis and research as needed

Skills:

- Marketing and/or Communications or Accounting Major
- Strong computer skills (i.e. Word, Excel, Power Point etc.)
- Knowledgeable experience in various forms of social media
- Knowledge of cheese is a plus.



Ornua Foods North America, Inc.

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

Position 1: Sales & Marketing

Locations: Potential locations include for Sales & Marketing roles are Seattle, Boston, Miami, New Orleans, Chicago, Kansas City, and Phoenix. Location for Supply Chain is Evanston.

Additional locations may be available.

Position 2: Supply Chain

Location: Evanston, IL

Company Description:

Ornua (formerly the Irish Dairy Board) is one of Ireland's biggest exporters and a major food marketing and distribution company in Europe and the USA. A commercial co-operative, Ornua's function is to market the products of its member co-operatives and dairy companies. Exporting worldwide, it owns the internationally renowned Kerrygold brand and has an annual turnover of over €2.3 billion.

Ornua's US subsidiary, Ornua Foods North America Inc., has been in operation since 1984 and is based in Evanston, Chicago. From this office OFNA Inc. manages its full portfolio of dairy products, including the Kerrygold Butter and Cheese range.

Sales & Marketing Intern Job Description:

Sales & Marketing Intern Job Description:

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. Perform in-store demonstrations for Kerrygold products at a minimum of 4 days per week.
2. 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. Prepare regular weekly reports to your direct reporting manager on your activities in the market and highlight any issues of note.
4. Work with the Sales & Marketing Executive/Regional Manager for the region to ensure that all sales promotions are executed appropriately with specific accounts.
5. Prepare for attendance at Food Shows and events locally as required.
6. Complete a comprehensive market report at end of 6 month placement. Detail of such will be provided by your direct report/manager.

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.



Supply Chain Intern Job Description:

Assist in the implementation of a Materials Requirements Planning (MRP) module, defining and setting appropriate parameters to optimize both Order Fulfilment 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 Ornuia 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.



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 tradeshows. 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.)



Saputo Cheese USA Inc.

www.saputo.com

Location: Carlstadt, NJ

Supply Chain Intern 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 intern ship 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