JOHNSON & JOHNSON COMPANY PROFILE
Johnson & Johnson is the world’s most comprehensive and broadly based manufacturer of health care products with the fundamental objective to improve the quality of life of people around the world by providing scientifically sound and high quality health care products and services.

With sales of $63.7 billion J&J has more than 250 operating companies in 57 countries.

SALES AND LOGISTICS AT JOHNSON & JOHNSON
The Consumer Customer Development function within the Johnson & Johnson Group of Consumer Companies is a dynamic, fast-paced team that partners with key Food, Drug, Mass Merchandiser and Specialty Retailers across the country.

The team is responsible for delivering the company forecast, executing strategic business plans, and launching new and innovative products to the trade in four core global business units (Beauty Care, Consumer Health Care, Over the Counter, Baby). The primary franchises within the Global business units are skin care, oral health, sun care, and wound care.

THE CoOp EXPERIENCE
Six month full-time CoOp assignment will provide students with exposure to business-to-business Sales and an opportunity to gain an overall knowledge of the Consumer Packages Goods industry, while teaming up with internal partners such as Marketing, Finance and Operations.

CoOp responsibilities will include:

► Analyzing data to understand business drivers and trends.
► Assisting with the management of promotional display programs.
► Reporting and evaluating monthly sales versus forecast activity.
► Assisting with new item launches.
► Executing retail and customer initiatives and special projects as assigned.

CoOp LOCATIONS
Johnson & Johnson Sales and Logistics CoOp positions are typically available in Fort Washington, PA & Skillman, NJ.
ELIGIBILITY

- All business majors with an interest in business-to-business sales.
- Junior year status preferred during CoOp; sophomores (for Spring CoOp) and seniors (for Fall CoOp) also considered.
- 3.0 minimum overall GPA.
- Candidates must be authorized to work in the U.S.

ACADEMIC REQUIREMENTS

- Student earns 6 free elective credits for completing the six-month full-time CoOp experience; remaining 9 course credits are completed before/after and during the CoOp.
  - Fall CoOp: July-December
  - Spring CoOp: January-June
- Learning Objectives – Student establishes, in conjunction with company supervisor, 3-4 learning objectives as a means of focusing the CoOp experience. Objectives will be determined within first two weeks of starting CoOp assignment.
- Daily Activity Log - Student records the dates worked, number of hours completed, nature of projects, tasks, responsibilities and the relationship of the work to learning objectives. Log will be reviewed by company supervisor.
- Final Paper – Student completes 10-12 page paper discussing relationship of CoOp experience to classroom work, learning objectives and career interests. Review and evaluation of paper is completed by company supervisor prior to submission to VSB for final grading of Satisfactory/Unsatisfactory.
- Student Evaluation—Student completes assessment of CoOp experience.

WHY SHOULD I PARTICIPATE?

- Clarify CAREER GOALS and enhance your MARKETABILITY
  - Gain “real-world” out-of-classroom educational experience.
  - Position yourself for consideration for the full-time Operations Analyst Program upon graduation.
  - Prove yourself to be an invaluable asset while on the job.
- Receive FINANCIAL COMPENSATION at competitive market value
- Maintain FULL-TIME STUDENT STATUS, thus continuing:
  - Insurance Coverage
  - Scholarship Eligibility
  - Housing Eligibility
- Maintain 4-YEAR GRADUATION PLAN

Contact: Ceiwyn Craig-Moore, Assistant Director for Internships/CoOps – Student Outreach
610-519-5532 • vsbinternships@villanova.edu