



Company: US Foods 125 Gardenville Parkway West, Buffalo, NY 14224
<https://www.usfoods.com/about-us/contact-us/USFLocations/buffalo.html>

Job Title: Summer 2018 Operations and Supply Chain Intern

US Foods, National IPA, and Campus Auxiliary Services at SUNY Geneseo are seeking an enthusiastic, dependable, and high-performing summer/fall 2018 intern. In this position, the successful candidate will gain knowledge of the key functional areas of the food service distribution industry. The intern will learn about the relationships between national food service distribution, the national group purchasing function, and the local foodservice provider.

This is a twelve-week, two-part internship: the first eight weeks will be based in Buffalo NY at US Foods and the remaining four weeks will be with Campus Auxiliary Services, working on campus.

Note – You must have transportation to US Foods office in Buffalo during summer portion of the internship and be prepared to report at any time as decided by USF. Generally, this will be an 8 am-4 pm position however that shift could be altered as the job dictates.

About US Foods

US FOODS is one of America's great food companies and a leading foodservice distributor, partnering with approximately 250,000 chefs, restaurants and foodservice operators to help their businesses succeed with a broad array of products, easy-to-use technology and passionate people. With nearly 25,000 employees and more than 60 locations nationwide, US Foods provides its customers with a broad and innovative food offering and a comprehensive suite of e-commerce, technology and business solutions.

About National IPA

National IPA (Intergovernmental Purchasing Alliance) is a cooperative buying group that works with manufacturers of agricultural and manufactured goods to obtain favorable contracted prices on behalf of its member clients. These products are then offered to a wide range of distributors to create economical buying opportunities for their customers. This type of purchasing specialization creates higher efficiencies and greater profits throughout the supply chain.

US Foods partners with National IPA and Provista buying groups to coordinate sourcing and distribution of an incredibly wide range of food and non-food products, some of which ultimately make their way to Campus Auxiliary Services restaurants and cafes. The Buffalo division of US Foods delivers high quality food service products all across the western New York region.

Duties and Responsibilities

As noted above, the successful candidate will work out of the US Foods' Buffalo NY office and will rotate through primary functional support departments throughout the US Foods operation to gain insight and understanding of the complex interrelationships that form the food service distribution system. This includes:

- Sales & Account Management
- Category Management



**UPSTATE NIAGARA
COOPERATIVE, INC.**
FARMER OWNED

Location: 25 Anderson Road, Buffalo, New York 14225

Internship Description

Upstate Niagara is looking for a talented, responsible SUNY Geneseo student to spend the summer assisting us with our on-going Marketing programs. This is a unique internship in that time spent will be divided between our Corporate office (Cheektowaga, NY) and our Marketing agency (Buffalo, NY) that we utilize in our efforts. The individual will gain valuable insights into how promoting a company, their brands, and products is done in the real-world, from the viewpoints of both the manufacturer and a professional advertising agency. Throughout the course of the internship, the intern will spend time both in the offices and in stores, and will be introduced to (but not limited to) many Marketing & Advertising related functions, including:

- Social Media Planning & Execution
- Product Branding & Positioning
- Integrated Marketing Campaign Planning
- Graphic Design
- Media Buying
- In-Store Merchandising

In addition to assisting with the above, this individual will be tasked with assisting us in developing our strategy and tactics for better promoting our products and strong 'local' message at the colleges and universities that we serve, including SUNY Geneseo.

About Upstate Niagara Cooperative

Upstate Niagara Cooperative is a farmer-owned cooperative of 360 dairy farms located throughout Western New York that has offered innovative, award winning, high quality dairy products on a local, regional, and national level since 1965. These product offerings include milk, flavored milk beverages, yogurt, dip, sour cream, cheese, and ice cream mix products marketed under the Upstate Farms[®], Bison[®], and Intense Milk[®] brands. We are committed to a cleaner planet, stronger community and brighter future for families through food science innovation, state-of-the-art manufacturing and technology, animal well-being, and sustainable farming.

Candidate Requirements:

- Open to ALL SUNY Geneseo students with an interest in business management, marketing, or sales.
- Strong work ethic, and the ability to effectively interact with peers, management, and customers.
- Academic track record of GPA ≥ 3.0 .
- Proficient with Microsoft Office (Word, Excel, PPT, Outlook).



Company: Edge Architecture, 277 Alexander Street, Suite 407, Rochester, NY 14607
<https://www.edge-architecture.com/>

Job Title: Summer 2018 Marketing Intern

Edge Architecture is seeking an enthusiastic, creative, and dependable summer 2018 marketing intern. In this position, the successful candidate will collaborate with the firm's marketing department to help grow and expand key marketing channels through social media, blogging, and classical marketing approaches.

About Edge

Founded in 2002, Edge Architecture is in the business of understanding our client's dream and translating that dream into reality. Edge has earned a reputation as a firm that offers exceptional service with a design team that listens and responds to the needs of the client. With work completed throughout the Northeast, Edge continues to grow to be a nationally recognized architectural design firm with a technical mastery of green design, sustainability, and energy efficiency. Our vision is to inspire those that we meet, while being inspired by our clients, our work and each other.

Edge has completed projects in the following areas:

- Commercial Buildings – Gorbel, XLI Corp., Monroe County
- Craft Breweries & Wineries – Nedloh Brewing, Red Tail Winery, Cellar Door Winery
- Education/Universities - SUNY Geneseo Red Jacket Dining Hall, Fusion Market, Starbucks
- Residential Housing and Interior Design – Brighton, Webster, Sodus Bay

Duties & Responsibilities:

- Assist in the creation of email campaigns and social media content.
- Maintain tracking reports of digital and traditional marketing efforts.
- Create posts for social media channels; monitor key response metrics.
- Research and expand Edge's marketing database.
- Research, identify, and qualify opportunity salesforce.com leads.
- Assist in updating and production of marketing collateral materials and qualifications package.
- Provide administrative support to management team as needed.



Company: American Fruit & Vegetable Co., 205 Mushroom Blvd., Rochester NY 14623

Job Title: **Summer 2018 Operations, Logistics, & Marketing Intern**

American Fruit and Vegetable Co. is seeking an enthusiastic, dependable, self-starting summer intern. In this position, the intern will take a hands-on role in learning the produce distribution business, working to understand and gain new customers, provide insight into social and web-based marketing, and help facilitate the growth of the company.

About American Fruit & Vegetable

American Fruit and Vegetable (AFV) is a wholesale distributor of the highest quality fresh fruits and vegetables available. Centrally located in the Genesee Regional Market, AFV's customers include retail outlets, food service companies, schools, universities & colleges, farm markets, restaurants, government institutions, and other wholesale distributors. The company operates a 14,000 square foot warehouse/office, including 7,000 sf. under refrigeration.

AFV operates a fleet of trucks for customer delivery and is a proud supporter of local farmers and locally grown produce. As a member of the Pride of New York program the company sources a significant portion of product from local farms and greenhouses. They also bring in products from across the United States and internationally, carrying such well-known brands as Bolthouse Farms, Calavo, Chiquita, Christopher Ranch, Del Monte, Diamond, Dole, Driscoll's, Fowler Farms, Green Giant, Ocean Spray, and Sunkist.

AFV is certified as a USDA Good Agricultural Practices (GAP) vendor, which requires employee training and annual recertification, and is part of the overall effort of the company towards delivering healthy and safe products to customers.

Duties & Responsibilities:

The intern will "wear many hats" and will have an opportunity to work with company staff on:

- **Logistics:** Review the product delivery process and help create ways to improve and make it more efficient
- **Marketing:** Understand current marketing efforts and help the company expand its marketing efforts to inform and Assist in the production of marketing materials to entice new customers
- **Sales Management:** Research, identify, and qualify opportunity retail account leads
- **External Communications:** Research and identify ways in which communication with customers could be improved and enhanced
- **Operations:** Provide support in the day to the day activities of the business

Requirements and Qualifications

- SUNY Geneseo student in the School of Business with a strong interest in business operations, logistics, and marketing management as related to food service products distribution.
- Minimum GPA 3.0
- Ability to work flexibly in a fast-paced office and warehouse environment.