

Explore leadership opportunities as you launch an exciting sales career

The Sales Leadership Development Program (SLDP) within our Consumer Group of Companies can provide a powerful start through skills and leadership development

Recent graduates can accelerate their career development with challenging, in-depth work assignments, ongoing mentorship, and targeted classroom training.

The SLDP experience provides participants with critical on-the-job experience and cross-business assignments, while offering strong training and development curriculum sessions to help build professional and leadership skills and foster peer interaction.

Why SLDP?

Designed for high-performing participants, SLDP provides opportunities to excel in a dynamic business environment and represents some of the world's leading consumer brands. Individuals who are prepared to take on broader responsibilities in a variety of related disciplines can get hands-on experience within a world-class sales organization, while making their mark in ways that can lead to an exciting career path in Sales.

Our portfolio includes these leading brands:



The sales organization within the Johnson & Johnson Consumer Group of Companies is part of a dynamic business that partners with key food, drug, merchandiser, and specialty retailers across the United States to identify and execute business-building opportunities. If you're an energized, innovative, and self-driven individual with a record of achievement and demonstrated leadership potential, we invite you to explore opportunities for accelerated development with SLDP.



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About the program

SLDP is a two-year assignment designed to cultivate a strong skill set in the fundamentals of selling, promote an understanding of the retail environment, develop proficiency in business analytics, and foster leadership capabilities.

As an integral member of our sales organization, you can contribute to business results with project work that supports:

- ▶ Executing annual strategic business plans
- ▶ Launching new and innovative products to our retail partners
- ▶ Delivering against the company forecast

SLDPs may also be dedicated to category management and shopper marketing initiatives that include:

- ▶ Providing data analysis to uncover business drivers and trends
- ▶ Managing promotional display programs
- ▶ Executing retail and customer initiatives
- ▶ Collaborating on strategic business-building opportunities

Training and coaching

Participants engage in a variety of classroom and on-the-job learning activities. The curriculum focuses on personal and professional development, including core leadership and business competencies, product knowledge, selling skills development, and technical skills development.

Participants receive coaching from personal mentors, program leaders, and program champions from their business unit(s). Immediate supervisors provide on-the-job coaching and performance feedback.

SLDP candidates will be evaluated and, if qualified, placed into an Associate Level assignment within our sales organization to continue their careers.

For more information and to apply

Please visit careers.jnj.com. Qualified candidates are invited to view open SLDP positions and to apply to specific job postings as soon as possible.

Contact your career services office for information on when representatives from the Johnson & Johnson Family of Companies will be visiting your campus. First-round interviews for SLDP positions typically take place in September and October.

Qualities we seek in SLDP candidates

We're looking for recent graduates with bachelor's degrees from accredited universities, who have a graduation date within 6 months of the program start date, preferably with a marketing or business focus, and a cumulative GPA of 3.0 or higher.

Candidates must be self-starting and motivated to succeed, with a willingness to learn. They should possess strong communication, organizational, and leadership skills, and the ability to create collaborative working relationships and encourage creative solutions to accomplish team goals.

They should have US citizenship or be permanent residents with US work authorization, and be willing to relocate geographically within the United States. Proficiency with Microsoft Windows software applications (Excel, PowerPoint, Word, and Outlook) is desired.



SLDP locations may include:

- ▶ Skillman, NJ
- ▶ Morris Plains, NJ
- ▶ Fort Washington, PA
- ▶ Los Angeles, CA
- ▶ Buffalo Grove, IL
- ▶ Minneapolis, MN
- ▶ Rogers, AR
- ▶ Cumberland, RI
- ▶ New York, NY
- ▶ Cincinnati, OH

The Johnson & Johnson Consumer Group of Companies

Our Consumer Companies develop, manufacture, and market products in a broad range of categories that include baby care; skin and hair care; topical and wound care; oral health care; women's health and intimate care; and over-the-counter medicines/nutritionals. Our products connect clinically proven efficacy with deep consumer insights—bringing science to the art of healthy living.

We've built the reputation of being a feeder for high-level leadership throughout the Johnson & Johnson Family of Companies. Some of that success comes from a business culture that is focused on continually creating value in a highly competitive marketplace. But even more important is our focus on helping every individual develop strong leadership skills.

Our global enterprise

Standing behind our global consumer businesses is the Johnson & Johnson Family of Companies, the world's most comprehensive and broadly based manufacturer of health care products. With approximately 114,000 employees working in over 250 operating companies in 60+ countries, Johnson & Johnson companies operate in three business segments: Consumer, Pharmaceuticals, and Medical Devices and Diagnostics.



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