



Collegiate Opportunities

Sales and Marketing

Join a healthcare
industry leader



CardinalHealth



By serving both providers of patient care and manufacturers, Cardinal Health employees are uniquely positioned to advance the delivery and quality of healthcare. Every day, our employees deliver the life-critical medications, medical supplies and technologies healthcare providers need to make patients better, faster. As one of the world's largest distributors of pharmaceuticals and medical supplies, Cardinal Health delivers 2.5 million pharmaceuticals every day and distributes medical supplies from more than 2,600 manufacturers to our healthcare customers.

"The Sales Development Program has given me the unique opportunity to gain an overall understanding of and exposure to all the capabilities and resources we have here at Cardinal Health. After participating in three full months of ride-a-longs and customer visits with different types of sales consultants throughout the country, I now have an understanding of all business units and where I can most successfully begin my sales career within Cardinal Health."

Erin Palisin

Sales Development Program Analyst, FY08

A career with Cardinal Health offers you a fast-paced and rewarding opportunity to impact and improve healthcare by supporting our supply chain operations at a Fortune 19 company. Our products and services reach 40,000 customers, 50 percent of all surgeries, and 90 percent of all U.S. hospitals. One-third of all U.S. prescriptions, medical, surgical and laboratory products flow through our advanced distribution network. Because we touch so many lives daily, we have made our mission: To make healthcare safer and more productive.

Cardinal Health employees are driven by a desire to become the premier global healthcare company as recognized by customers, employees and shareholders. Developing capable leaders is a clear priority in our vibrant, dynamic organization. We are proud of our tradition of building strong leaders through on-the-job learning and growth opportunities. Full-time, entry-level jobs and a select number of rotational positions are available in sales and marketing at Cardinal Health locations worldwide.

Sales Development Program

For elite new college graduates

The Sales Development Program is a 12 month program for elite new college graduates in sales and marketing. Participants have the opportunity to work in Dublin, OH and develop strong sales knowledge while building relationships through exposure to challenging assignments and diverse experiences.

Opportunity to grow

While learning the knowledge and skills of the healthcare supply chain industry, you will be exposed to a wide variety of rotational work opportunities offering broad professional experiences to participants including: marketing, product offerings, sales training, customer interactions, and field experiences. These opportunities help participants develop valuable experience in a sales environment that prepares you to become a future leader of Cardinal Health. Rotations within different business segments in Dublin, OH include:

- **Healthcare Supply Chain Services (HSCS) – Pharmaceutical Independent Sales Force (ISF) Training Team:** plan, prepare, develop, manage and help deliver key facilitator-led and e-learning training initiatives and programs to 400 sales consultants and leadership
- **Integrated Provider Services (IPS), Independent Sales Force (ISF) & Health System Field Experiences:** engage key sales consultants and leadership in learning the complete sales cycle through the use of the 9 step selling process
- **Marketing Team:** plan, develop, execute and help manage key marketing initiatives with our Retail, Alternate Care and Health Systems teams
- **Voice of the Customer:** engage customers at the point of operation in key business segments in learning the fundamental processes of dispensing, ordering, receiving, merchandising, and managing inventory and in learning how to increase operational efficiency and patient safety for our customers
- **Sales Assistant:** spend a minimum of one month in a Junior Representative sales role working directly with a current sales consultant to assist them in preparing and delivering customer presentations, sales reports, and other day-to-day activities critical to success in the sales field

Your development

Following the commencement of the 12 month rotational program, employees may progress into a traditional full-time position based on the candidate's interest, development and out business needs. Opportunities to relocate within the sales field to continue growing your knowledge and skills in different environments can expose you to a diverse array of new products, services and cultures of the business.

Requirements

- Bachelor's degree in business or sales and marketing is preferred
- GPA of 3.0 or above (on a 4.0 scale)
- Relevant internship experience
- Strong leadership and communication skills
- Process and results orientation
- Open to relocation



"The Sales Development Program has given me the opportunity to get an understanding of everything Cardinal Health does in the healthcare industry. During my time in the Sales Development Program I was able to ride-along with over 20 sales representatives in 10 different business units. The most beneficial aspect of this program was getting the chance to interact with these sales representatives in the field. My time in the field solidified my career desires to become a sales professional."

Amber Fox

Sales Development Program Analyst, FY08

Learn more and apply online

Explore your interest. Learn the best practices of a premier, global healthcare company.
cardinalhealth.com/college



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*Your development, your well being,
your opportunity starts here.*

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