



E&J Gallo Winery

Finance Leadership and General Management Program

About Gallo

E. & J. Gallo Winery arose 80 years ago from humble beginnings by brothers Ernest and Julio Gallo. Today, we are the world's largest winery and the largest exporter of California wine. E. & J. Gallo Winery employs an innovative and talented team of more than 5,000 individuals. If you aspire to work among a distinguished set of individuals and thrive in a career that is part of a dynamic industry expected to double in the next ten years, envision the abundant opportunities that await you at E. & J. Gallo Winery.

Job Description

Gallo offers unparalleled finance and general management opportunities that provide immediate responsibility and broad-based exposure in an energetic and family-held business environment. The Finance Leadership and General Management Program is a flexible rotation program that includes job assignments in finance and general management areas. Rotations generally follow a 12-24 month rotational cycle. Program participants are expected to develop a broad background across multiple business areas and to attain a highly visible leadership position within four to five years.

Although specific responsibilities vary, rotational assignments generally include some combination of the following positions:

- Business Team Financial Analysts employ rigorous financial metrics to develop long- and short-term strategic direction for the product portfolio-based business teams (Premium, Popular, Value, and International). Analysts work cross-functionally to support marketing, sales, and new product development for their team.
- Financial Planning and Reporting Analysts lead long-range strategic planning and corporate financial consolidation. Projects may include acquisition analysis, competitive benchmarking, and profitability analysis.
- Operations Financial Analysts lead operations budgeting and provide financial leadership to multiple wineries, bottling facilities, and to Gallo's supply chain. Analysts may develop and analyze capital investment plans, design and implement efficiency measures at production facilities, and create cost-allocation methodologies.
- Domestic Sales Finance Analysts evaluate and analyze US sales performance on a geography and key account basis. Responsibilities include sales profitability analysis, advertising and promotion spend management, sales investment decision making, and regional and account planning.
- Revenue Management Analysts develop pricing and promotion strategies to improve financial performance. Analysts work closely with Brand Teams and Sales to drive pricing actions in the complicated three-tier distribution environment.
- Wine & Grape Supply Analysts develop and manage long-term strategic planning. Analysts work closely with winemaking, production, forecasting, and marketing to optimize the Gallo grape portfolio. Projects may include developing planting strategies for emerging varietals or addressing grape supply needs for new and growing brands.
- Supplier Development Analysts align the needs of the marketing and supply chain organizations with suppliers. Analysts develop sourcing strategies and lead negotiations for everything from packaging components to utilities.
- Lean Six Sigma Analysts undergo specialized leadership, problem solving, and statistical measurement training. In this role, they lead cross-functional process improvement teams in identifying and implementing potential efficiencies.

Requirements

Gallo prefers candidates with proven leadership ability and an interest in the wine business. Candidates must have superior strategic, creative, and analytical problem solving abilities and excellent oral and written communication skills. Employees in this role will have an opportunity to excel in an energetic environment where success is dependent on collaboration and teamwork. A solid understanding of basic accounting and financial principles is preferred and proficiency in Microsoft Excel is required. A High School diploma or GED and Bachelor's degree are required; MBA is preferred. The Financial Analyst position is open to students with the permanent, legal right to work in the United States; the Finance department at Gallo does not sponsor or renew visas for this position. EEO/AA M/F/V/D

Location

Assignments are based at the E. & J. Gallo Winery headquarters in Modesto, California. This facility is the center for production, distribution, and corporate decision-making for the Domestic and International businesses.

How to Apply

Timeline & Application Process

Please apply through our posting on your school's career management site; we also need ALL candidates who wish to be considered to complete our company application: <http://tinyurl.com/FTFIN13>. Please note: You must upload your cover letter and resume as one document. If you have any questions, email college.recruiting@eigallo.com.