

# Success is driven by more than just the numbers.

International Paper Sales professionals place a strong emphasis on customer satisfaction, safety and commercial excellence. Since IP creates products people depend on every day, your abilities will be on display for the whole world to experience.

## SALES



# International Paper transforms renewable resources into products people depend on every day.

From planet-friendly packaging to absorbent pulp, we help businesses explore their next fiber-based solution.

- **25,000 customers** in 150 countries
- **\$21.2 billion net sales** in 2022
- **Nearly 75% of energy used** in our manufacturing is derived from **biomass residuals** versus fossil fuels
- Our new **mobile forest mapping technology** ensures the fiber we source doesn't compromise forest habitats

## People are our most valuable resource.

Join a company that values your skills and perspectives, commits to your development, and prioritizes your safety and well-being.



Approximately **38,000** global employees



**93%** of our sites operated without serious injuries in 2022



**3.5 million** learning activities completed by employees in 2022 to develop technical skills and essential leadership and interpersonal skills



**10.3 million** people impacted via our Community Engagement programs in 2022



**15** Employee Networking Circles (ENCs) across the enterprise, including IPride, IPVets, Black Employee Network, Women in IP



**International  
Paper**

**Our Sales internships and career path will help you collaborate with customers to tailor and deliver the renewable solutions they need to make their business successful.**

## Sales Internship

### Intern Program Project Examples

- Use **Gantt charts** to keep track of meeting deadlines for customers
- Recover **chargebacks** in Payee Central
- **Survey customers** to compile data for process improvements
- Use **OBA Tracking** to assist customers with tracking the production and warehousing of different campaigns
- Research **prospective customers**



**“** *One of the things I appreciated most about the eComm team was that I was never handed busy work; instead, I worked on tasks and projects that would have a real impact on the account.*

**Sales Intern**

## Sales Career

Our Associate Development Program is designed to help college recruits from sales programs gain experience in sales through:

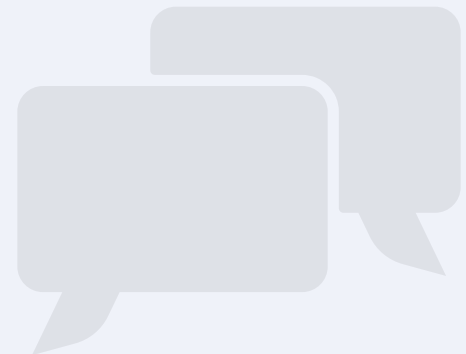
- A structured approach to early career development through hands-on exposure to the manufacturing and commercial processes
- Project work designed to develop professional, technical and leadership skills
- Opportunities to network and engage with senior leaders

### Qualifications

- Currently pursuing a bachelor’s or master’s degree in Professional Sales or related field
- Proficiency in Microsoft 365 products and software (CAD, Adobe Photoshop, Project)
- Customer-focused, action-oriented and a drive for results
- Geographic flexibility
- Permanent authorization to work in the U.S.

### Areas of Focus

- Local Sales
- Customer Service
- National Accounts



# Why International Paper?

International Paper is a great place to begin your career, because we do the right things, in the right ways, for the right reasons, all of the time. We call this The IP Way. In our high-performance work environment, you control your destiny – develop your talents, take the lead and move your career forward. We'll provide roadmaps to help you reach your goals, tools to do your job, and experiences to help you grow personally and professionally.

## Best-in-Class Benefits

People are our most valuable resource – which is why we invest in benefits that ensure you and your family will thrive financially, mentally and physically. For our full-time employees, we offer:

- Student loan assistance
- Tuition reimbursement
- Three weeks of paid vacation after one year of service
- Paid holidays
- 401(k) plan with company match
- Retirement Savings Account (RSA) funded by International Paper
- Medical, dental and vision insurance
- Flexible spending accounts for medical and/or childcare expenses
- Pet insurance

## International Paper U.S. Locations



Ethisphere World's Most Ethical Companies® for 16 consecutive years



Fortune World's Most Admired Companies® for 19 years



Women's Choice Award® Best Companies to Work For – Women, Diversity & Millennials 2018-2022



Scan the QR code for more information on our application process, or go to [internationalpaper.com/working-ip](https://internationalpaper.com/working-ip) to learn more.



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