

AmerisourceBergen

AmerisourceBergen Sales and Support Trainee Advancement Program

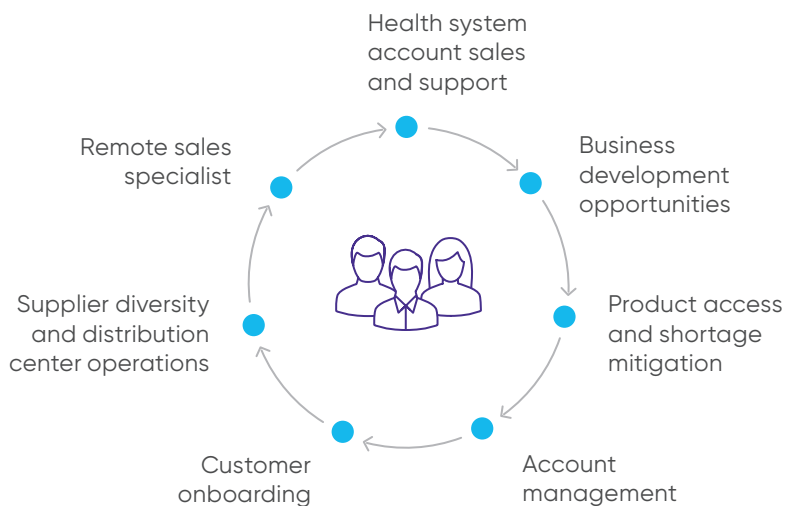
We are partnering with colleges and universities to identify and equip recent college graduates with the real-life experiences and skills needed to be successful in roles that support healthcare distribution for hospital pharmacies.



Our program provides experiential learning and personalized mentorship to trainees through a variety of rotations. Trainees have opportunities to:

- Participate in customer meetings and calls
- Cross collaboration with peers and mentors
- Interact with pharmacy leadership
- Prepare reports and presentations
- Complete in-depth analyses
- Gain real-life and hands-on experience

Rotations include:



Our program by the numbers:*

6-10

Number of trainees invited

25+ week program

1-3 weeks in each rotation

95%

Hire rate

21

Number of trainees to date

2019

Year established

*Based on internal AmerisourceBergen data.

○ **As a result of completing the program, trainees:**

- Possess the skills and experience to be successful in business and healthcare roles
- Gain an understanding of wholesale and specialty distribution and the pharmaceutical supply chain
- Learn consultative selling skills
- Shadow and participate in conversations with health system customers
- Understand product access and availability from manufacturers
- Are equipped with the skills to analyze and report on pharmacy ordering behavior

○ **University partnerships**

Diversity, equity, inclusion and belonging

Investing in partnerships in Historically Black Colleges and Universities (HBCUs) to nurture bright, young talent and encourage diversity, equity, inclusion, and belonging in the spaces in which our organization operates.

Guest lectures

Exploring opportunities to share our story and role in the supply chain with students interested in the healthcare field.

Internships

Partnering with universities to develop internships that allow students to experience real-world professions in healthcare.

Growth

Continuing to grow our partnerships with universities to meet our short and long-term goals.

Curriculum support

Creating partnership opportunities with universities to supplement the knowledge gained on campus in the classroom.

Active recruitment

Setting up mentorships and visiting classrooms, career meetups, and career fairs to give students the opportunity to learn these unique skill sets.



If you would like more information, please reach out to Molly Bray (studentprograms@amerisourcebergen.com).