



Global **Home/FS** Channel Sales Strategy & Analysis Manager

Lavazza, founded in Turin in 1895, has been owned by the Lavazza family for four generations. As one of the world's most important coffee roasters, the Group reported in 2021 revenues of EUR 2.3 billion and now operates in more than 140 countries through its subsidiaries and distributors, with 70% of revenues generated abroad and a total of over 4,200 employees.

We have an internship opportunity for a dynamic graduate within our Global Commercial Strategy and Business Development function. Working alongside our Global Channel Managers, you will gain insight into strategic channel development in an international context.

What you'll be doing:

- Analysing commercial performance using analytical tools and direct interaction with Group subsidiaries
- Studying country/channel development to identify size, trends, segment focus and winning business models
- Supporting the channel management team to achieve growth targets
- Contributing to the development of strategic projects

Who we're looking for (the "almost" perfect candidate):

- You're available for a six-month internship with full-time commitment.
- Graduates who have completed their degree with top marks within the last 12 months, economics based degrees are preferred
- You'll be fluent in Italian and English - do you know any other languages?
- You'll probably have an international experience - language course or exchange programme? Way to go!
- You don't see problems, just solutions!
- You love challenges and aren't afraid of moving out of your comfort zone
- You have a sharp, analytical approach, with a very good grasp of Excel/Power-Point
- You're digitally minded, flexible and with a good dose of ambition
- (And if you're a coffee lover.....that helps!)

In return we offer:

- Internship allowance
- Flexible way of working
- A dynamic work experience in an international context and the chance to learn from the best
- Free Bistrot service
- Free coffee (of course!)

Where?

We are looking for talented, recent graduates to join us at “[Nuvola](#)”, our Turin Headquarter!

Being part of Lavazza Group means sharing our pursuit for quality and excellence in everything we do. If you aspire to join a team where you can grow and develop your career, sharing in our company values, apply now!

What next?

- Our Talent Acquisition Team will assess your application and if you have what we’re looking for, we’ll contact you for an initial phone screen
- If successful, you'll be invited for a video interview using the [Visiotalent](#) platform
- If we like what we hear, you’ll be invited to an interview with a member of the Talent Acquisition team
- If you make it to the short list, you’ll be interviewed by your future Manager!