

SAY YES BUFFALO INTERNSHIP OPPORTUNITY SUBMISSION FORM

Organization Name: Gallagher
Location: 285 Delaware Avenue, 4th Floor
Buffalo, NY 14216
Website: www.ajg.com/mtia

Organization Description and Core Values:

As proud as we are of our growth, we're more proud that we've been able to maintain Gallagher's unique culture. It's a culture of ethics and service. One of collaboration in a common interest – the best interest of every client, everywhere. And it's summed up in the 25 tenets of The Gallagher Way. [Click here](#) to read them!

Our then chairman, Robert E. Gallagher, wrote them down in his own hand over a generation ago. Today, you'll find them in each Gallagher office around the world. What's more, you'll find them informing the actions we undertake every day.

Position Supervisor & Title: Michelle Adymy, Area Claims Consultant

Internship Title: Sales Intern

Internship Duties and Responsibilities:

- **Understanding Consultative Selling:** Shadowing Gallagher producers, consultants and underwriting teams as they connect with clients and prospects to gain a better understanding of Gallagher's sales and marketing
- **Professional Development:** Attending Intern Orientation and various weekly training events to further develop critical qualities of a successful sales professional (i.e. communication, emotional intelligence, networking, etc.)
- **Competition:** Collaborating with peers in national and regional sales competitions to challenge your passion for sales and curiosity of the insurance brokerage world
- **Building Professional Acumen:** Learning about Gallagher's Risk Management, Benefits, Wholesale and Claims businesses to gain a better understanding of clients' needs and opportunities for growth
- **Culture:** Adopting Gallagher's unique culture, the "Gallagher Way," on how to ethically serve our external and internal clientele; Participating in various local community service events
- **Being a Team Player:** Assisting in various regional and/or branch projects to support Gallagher's sales and service initiatives
- **Having fun!**
- This internship is hybrid (three days in-office; two days remote) with option to be in-person every day if needed/wanted.

Minimum Requirements:

- Say Yes Buffalo Scholar in good academic standing – must be a rising Junior or Senior with an expected graduation date between December 2024 and June 2026

Preferred Requirements:

- Preferred areas of study include, but are not limited to the following: Risk Management and Insurance, Sales, Marketing, Communications, General Business, Management, Economics, Finance, Liberal Arts or Social Sciences

Intern takeaways:

- Leadership, presentation skills, confidence, professionalism, sales skills, Excel skills

Duration of employment:

40 hrs/week (Roughly 8:30am – 5:30pm)

Compensation:

\$18 - \$24 per hour for 40 hours per week during the summer

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Transportation:

Interns will be responsible for their own transportation to office.

Accommodations: The Say Yes Internship Program is committed to providing equal access to individuals with disabilities, including physical access to programs and reasonable accommodations for interns. [Gallagher's accommodation policy can be found online on job description page.](#)

To apply: Submit resume and cover letter to buffalointernships@sayyesbuffalo.org
If necessary, Say Yes staff may send you suggestions before we send your cover letter and/or resume to the employer(s). In order to submit your materials by the deadline, please ensure that you check your email and reply promptly.

Deadline: February 15, 2024

Interviews: Upon request

Please note that internships are competitive and not every scholar will receive an interview. If you are selected for an interview, the employer will contact you directly.