INTERNSHIP OPPORTUNITY SUBMISSION FORM

This posting is through the **Say Yes Buffalo Internship & Career Pathways Program**, which serves graduates of Buffalo public and charter high schools who lived in the city of Buffalo during high school and are currently enrolled full-time in college. While many of these internships are available outside of our program, applying through this program and receiving the included support is only for eligible students.

Organization: Gallagher Insurance
Location: 200 Delaware Ave Suite 1100, Buffalo, NY 14202
Website: Gallagher Careers (ajg.com)

Organization Description and Core Values:
Welcome to Gallagher – a global leader in insurance, risk management, and consulting services. With a growing team of more than 45,000 professionals worldwide, we empower businesses, communities, and individuals to thrive. At Gallagher, you can build a career whether it's with our brokerage division, our benefits and HR consulting division, or our corporate team. Experience The Gallagher Way, a culture fueled by shared values and a collective passion for excellence. Join one of our dynamic teams, where you'll play a pivotal role in shaping Gallagher's future and unlocking unparalleled opportunities for both clients and yourself.

We believe that every candidate brings something special to the table, including you! So, even if you feel that you're close but not an exact match, we encourage you to apply.

As the longest running internship in the industry, the Gallagher Sales Internship Program began in 1965 with a single intern. More than 50 years later, our program has grown globally to employ more than 400 interns each summer. Our interns play an invaluable role at Gallagher. Many of our executive and branch leaders got their start through the internship program, including our Chairman, President and CEO, Pat Gallagher, intern class of 1972.

The Gallagher Sales Internship is a robust summer program that provides an inside look into the full-time role of a producer or consultant. Interns work side by side with Gallagher professionals to experience our "learning by doing culture" through:

- Dynamic training, personalized career paths, and networking opportunities
- Potential for uncapped future earnings
- Client-facing exposure through hands-on experience
- Innovative and collaborative work environment
- Mentors dedicated to fueling growth and success

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Position Supervisor and Title:
Marie Borel, Sales Operations Leader

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.
- **The second week of the internship will require travel to Chicago June 15th – June 19th with the full cohort of interns across the country. All travel costs will be reimbursed by Gallagher Insurance. Gallagher is committed to working with interns to be able to travel for this week of work. If hired, please raise any concerns with your supervisor.**
- Interns will participate in the PowerUp Tech program through TechBuffalo.

Minimum Requirements:

- Passionate about building relationships, creative problem solving, and demonstrating initiative and a willingness to learn
- Say Yes Buffalo Scholar in good academic standing - must be at least a rising sophomore with an expected graduation date between December 2027 and June 2029

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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
- Ability to learn about company operations beyond sales

Duration of Internship:

June 8th – August 7th, 2027; 40 hours/week (Roughly 8:30am – 5:30pm)

Compensation:

$20 - $25 per hour for 40 hours per week during the summer

Transportation:

Interns will be responsible for their own transportation to office.

To Apply:

Submit resume to buffalointernships@sayyesbuffalo.org. Once application materials are approved, you will be provided with the link to apply directly to Gallagher Insurance. **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 directly to Gallagher Insurance by the deadline, please ensure that you check your email and reply promptly.**

Deadline:

Must apply directly to Gallagher Insurance by December 1st, 2026

Interviews:

Will be conducted as applications are received. There will be an initial phone screen, followed by a second interview for selected candidates.

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.

Accommodations:

The Say Yes Internship & Career Pathways 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.