

Intern WALL OF FAME



James Murgillo (Business Administration, Senior)
Training and Development Intern
Paychex (Corporate Office), Rochester

I interned at Paychex (Corporate Office) in Rochester, New York in their Training and Development department. During my time there I gained and retained important information, knowledge, and specific skill sets that will help set me apart from other employees in the near future after I graduate. I spent a large portion of time sitting in on Paychex Sales Training classes (ranked 35 in the nation) learning how to become a successful sales representative and do so as a professional. Specific sales classes that I sat in on covered the Sales Process, professional dialogue, Sales Force, Payroll and Tax calculations, human resource services, and health and benefits.

When I was not in the classroom, I spent time working on projects. The largest project I worked on, involved the progress of every Paychex location across the nation and their success rate of these sites' managers and sales representatives within the past 6 months. Using Microsoft Excel, I was able to chart every location, regional manager, district manager, newly hired sales rep's, sales rep's grades throughout training, and their sales since hire along with other specifics. This project allowed Paychex to get a better understanding of what locations are doing the best Onboarding and training with newly hired sales representatives.

The opportunity I received with Paychex will have a special impact on my future. The skills and teachings obtained throughout my internship have already helped me earn a position that had a competitive interview process. I can only see myself reaping the benefits of this internship far into the future. I believe all students should pursue an internship that they believe will help them in their journey to meet find their future career.