

**From:** Marcus Duck <duckmarc@msu.edu>  
**Subject:** 2011 Crop Production Services - Sales Intern - Speciality Crops  
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## **Sales Intern, Specialty Crops - Crop Production Services, Bear Lake MI**

### **Summer internship Job Summary**

You will spend the summer working with a farm center that supplies agricultural inputs to the farming industry. Your primary focus will be working with Sales Representatives learning about partnering with farmers and focusing on issues important to them. You will also have an opportunity to work with the personal at the farm center on operational and EHS (Environmental Health & Safety) issues. You will learn about planning, sales techniques, scheduling, customer contact and problem solving.

You will get exposure to the following

- Exposure to the selling process
- Exposure to test plots and scouting
- Exposure to branch operations
- Exposure to EHS policies
- And more

### **Primary responsibilities:**

Help Sales Representatives with scouting for insect and disease pressure on farms, and assist with making recommendations for control of issues found.

Develop a good knowledge of the customers and competition to perform job (customer decision makers, decision influencers, operators and applicators)

Gather pertinent industry information to provide farmers with up to date trends, chemicals and marketing data, helping bring something of value to the farmer every time you see them.

Assist with implementing and managing test plots with key farmers.

Help with coordination of behind the scene activities and tasks for plot tours and field days, including site prep, developing a schedule and selection of promotional materials.

Assist with farm center operations, order placement and processing, order picking, fertilizer mixing, following EHS regulations and equipment maintenance.

Follow all safety rules and regulations, including safe driving procedures and safe operation of location equipment.

Project professional image and maintain car and equipment to the highest standards.

Help Sales Representatives manage expenses to maximize sales and productivity.

To apply, students should e-mail resumes to: [Paul.Mallon@cpsagu.com](mailto:Paul.Mallon@cpsagu.com)