

From: Marcus Duck <duckmarc@msu.edu>  
Subject: **2011 Monsanto Horticultural Sales**  
Date: April 21, 2011 10:33:49 AM GMT-04:00  
To: Marcus Duck <duckmarc@msu.edu>  
1 Attachment, 1.6 KB



Monsanto – a leading company in the quest for agronomic solutions, has a role that one of your soon-to-be graduating seniors or alumnae may be interest in pursuing. This position offers an invaluable experience to understand Monsanto's Vegetable Business (Seminis) which we utilize traditional and molecular breeding protocols to introduce the strongest varieties of pickling cucumbers, peas, and beans. We would really enjoy attracting one of MSU Horticultural graduates to learn this role, a Sales Representative opportunity, and progressively move into additional roles of responsibility within Monsanto and particularly within our Vegetable Business.

If you have any potential candidates – please feel free to have them contact me personally or they can apply immediately online to the following link:

<https://monsanto.taleo.net/careersection/2/jobdetail.ftl?lang=en&job=003k2&ctx=1>

If you have any questions or concerns, please contact me.

I appreciate your review of this email in the very business time for you and the ending of this academic year.

## Sales Representative, MI, OH, IN Monsanto

APPLY [CLOSE](#)

Posted: Apr 13, 2011

POSITION TYPE Full Time

WORK AUTHORIZATION US Citizen

APPROXIMATE HOURS PER WEEK 40+

TRAVEL PERCENTAGE < 30% Travel

### DESCRIPTION

#### Description

Monsanto/Seminis seeks a Sales Representative to join our Northeast US Commercial team. This position will be based in Michigan. The primary responsibilities are managing sales of pickling cucumber, bean and pea seeds to processors and their raw product suppliers as well as managing sales to Home Garden dealers located in the territory. The responsibilities include promoting the Seminis product line with processors, growers, shippers and dealers; setting annual goals, maintaining short and long term sales forecasts; gathering information on changing market needs and communicate needs to Seminis product teams; working with Technology Development and R&D to identify and commercialize new hybrids; working with growers, processors, and dealers to establish trials of new products; using technical knowledge and good interpersonal skills to develop successful working relationships. Ideal candidate will have ag-related degree, at least three years of experience in ag-business; seed, produce, processing or related field. Aptitude for business and ag, coupled with strong interpersonal skills and willingness to work hard is the winning combination. Some air travel is required. Extensive driving is required. Clean driving record. Zero tolerance for drug use.

### LOCATION

#### Location

##### City

Grand Rapids or other

##### State/Province

Michigan

##### Country

US

### DESIRED CLASS LEVEL(S)

Senior, Recent Alumnus (Two Years or Less), Alumnus (More Than Two Years)

### JOB FUNCTION

Agriculture/Horticulture/Natural Resources/Environment, Marketing/Sales

### QUALIFICATIONS

#### Qualifications

A minimum of a Bachelor's Degree is required.

Strong inter-personal and communication skills. Ability to develop strong, successful business relationships with customers as well as internal teammates.

Self motivated, self starter, ability to establish goals that are in alignment with Seminis short and long term plans. Ability to allocate time and energy appropriately, resulting in achievement of goals.

Commitment to accuracy, especially in regard to managing forecasts.

Ability to safely drive 35,000 to 40,000 business miles per year in a company vehicle.

A minimum of 3 years of Ag-Business experience desired

Knowledge of US processing vegetable markets is strongly desired.

### Monique Matthews

Global Talent Acquisition

Senior Recruiter

#### [Monsanto Company](#)

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[We're hiring!](#)

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