

# Dow AgroSciences

## Sales Intern, Turf & Ornamental

### Summer Internship Job Summary

You'll spend the summer working in the real sales world, working with one or more Sales Representatives who will be your mentors. You'll learn about products, planning, sales techniques, scheduling, customer contact and problem solving. These activities require knowledge of plant science, turf management, horticulture and/or related disciplines.

### Primary Responsibilities

- Establish/implement/manage trial sites of DAS products with cooperating end use customers (golf course, lawn care, nurseries, etc.)
- Develop and implement a performance monitoring schedule, investigate product activity after application and gather additional information to document performance
- Evaluate insect, weed and/or disease activity and recommend treatment plans for end use customers
- Position key product features, advantages and benefits to create demand for DAS products
- Gather competitive/market information, recognize and communicate new trends and future needs
- Follow good product stewardship and ensure DAS products are used with responsible care
- Provide preliminary product complaint investigation as needed
- Follow safe driving procedures and practices as well as product stewardship
- Project professional image and maintain car and equipment to the highest standard
- Manage expenses in the best way to reach maximum productivity

### All applicants must meet the following requirements before applying for an internship:

- Completed freshman year in college (minimum)
- Pursuing BS degree in agricultural science or business disciplines
- Work experience in agricultural related industries (or other summer internships) a plus

The intern must use time management and planning skills to accomplish multiple tasks in a short time period. The individual is expected to gain quick knowledge of Dow AgroSciences' products, customers, pests, cultural practices, and production technology to achieve requirements of the position. Honesty, strong work ethic, responsibility and positive work habits are critical to the successful performance of this position.

For more information, please visit <http://www.dowagro.com/careers/students/index.htm>

To be considered for any internship, send in your resume during the fall *prior* to the summer that you would like to work. Please send your resume to the address below or email to: [careers@dowagro.com](mailto:careers@dowagro.com)

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