

Sales Intern, Urban Pest Management

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. You'll be initiating or monitoring commercial trials of the Sentricon® *Termite Colony Elimination System* with Pest Control Operators (PCOs). These activities require knowledge of the management system, technical know-how, and business principles to ensure optimal success for customers.

Primary Responsibilities

- Establish/implement/manage trial sites of the Sentricon System with key PCOs including installation, monitoring, and baiting as required
- Develop and implement a monitoring schedule, investigate activity after installation and gather additional information
- Gain full understanding and utilization of Prolinx™ data collector, gather data and promptly transmit all reports required by Dow AgroSciences sales representatives or product managers
- Responsible for evaluating insect activity and recommending treatment plan to solve the homeowner's problem
- Position key product features, advantages and benefits to create demand
- Gather competitive/market information, recognize and communicate new trends and future needs
- Follow good product stewardship and ensure Dow AgroSciences products are used with responsible care
- Develop a good knowledge of the customers and related territory to perform job (PCOs homeowners, distributors, center of influence, competitors, etc.)
- 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

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