



***Stine Seed Company  
Summer Sales Intern Program***

**Job Description:**

Stine Seed Company, a privately held, national seed company, is currently seeking summer sales interns. This role offers a unique opportunity to grow professionally and gain extensive knowledge of the seed business with one of the industry's most respected corn and soybean seed companies.

**Qualifications:**

- Enrolled in a four-year University or two-year Community College, entering the final year of study.
- Majoring in an Ag Business, Ag Management, Agronomy, Ag Education, or any Ag related field.
- Willing to work beyond a 40-hour work week if necessary.
- Self-motivated and willing to learn all aspects of the seed business.
- Possession of a valid driver's license.
- Access to a vehicle they can drive during the internship.
- Access to email, ability to use P-card and access Bankers Trust website.

**Responsibilities:**

- Installation and removal of field and plot signs.
- Assisting sales representatives with seed delivery, returns, HB returns, IVP.
- Conduct stand counts, emergence flag study, insect and disease identification, ear counts, corn yield estimator, and yield checks for designated customers.
- Involvement in planning and execution of Stine product plots.
- Assist with entering plot and side by side data sheet information.
- Participate in Product Development Plots evaluations with the Stine agronomist.
- Conduct grower prospect visits – share company information, products, and programs.
- Assist with regional and territory meetings.
- Shadowing with RSA, ISR and Agronomist.
- Submission of detailed daily tasks reports on a weekly basis.
- Complete exit questionnaire and interview with RSA and Intern Team Leader



**Intern support:**

- Direct supervision under the guidance of the Regional Sales Agronomist and Intern Team Lead.
- Collaborative work with Stine ISRs under the direction of their RSA.
- Comprehensive intern group orientation and training at Adel/Dallas Center (date TBD).
- Periodical check-ins by the Stine Sales Director and Intern Team Lead to monitor progress.
- A timetable will be provided listing when job assignments should be completed throughout the internship.
- Interns will receive promotional items and Stine literature to share with growers.
- Provide Stine Seed apparel to interns to wear during their internship.
- Crop scout training with participating universities.
- Product training with the agronomy team

**Internship Compensation:**

- Bi-weekly compensation of \$1600 for interns.
- Usage of a Stine P-card for fuel, qualified meals, and supplies.
- Submission of monthly P-card expense report on the Bankers Trust website.
- Reimbursement available for approved meal expenses with growers or dealers and other necessary internship related costs.
- This internship may qualify for credit at your college.