Position Title: Purina Equine Feed Sales Intern – Joliet, IL.

Position Summary:
As an equine feed sales intern, you will be working alongside sales representatives and the Purina Animal Nutrition team with dealers and ag cooperatives, learning their feed business and customers. You can expect a mixture of on-farm feed trials, developing plans and selling to prospects to expand sales territory, coordinating informational events for producers and overall exposure to farm supply dealers and cooperative structure.

Internships are offered through our member cooperative and independent dealer system. Interns will be provided training through Purina Animal Nutrition.

Position Status: Non-exempt, temporary

Position Duration: May - August (flexible start and end dates)

Position Duties:
- Execute summer projects to promote Purina to grow and maintain a customer base and generate sales of targeted animal nutrition products.
- Participate in farm calls and market surveys with producers and following through to see that their needs are met.
- Plan events for customers to learn more about Purina products (customer appreciation day, fitting & showing clinics, open houses, etc.)
- Develop in-store selling skills, assist walk-in customers with their needs and learn how to efficiently take customer over-the-phone feed orders.
- Spend time in the feed mill and feed warehouse. Ride in the bulk truck making on-the-farm feed deliveries.

Position Competencies and Qualifications:
- Pursuing an animal science or agriculture related bachelor’s degree with junior or senior status.
- Understanding of beef, equine, show, and wildlife feeds, animal husbandry, management practices, nutritional guidelines and industry knowledge.
- Strong interpersonal communication ability, excellent organizational and time management skills. Previous sales experience preferred.
- Frequently move, lift and carry boxes, tubs, and tools weighing 50-60 lbs., access and utilize farm equipment, and move or traverse on uneven ground.
- Ability to work extended hours during peak busy seasons.
- Possess a valid, unrestricted driver’s license and have and maintain a satisfactory driving record.
- Fluent in Spanish
• Candidates must have valid work authorization and be able to work in the U.S. without company sponsorship.

Professional Skills:
• Excellent communication, writing and critical thinking skills.
• Manage time and effectively prioritize and implement projects and general work tasks.
• Give and receive feedback, work collaboratively, exhibit effective social and interpersonal communication skills.
• Resourceful and innovative in finding solutions to problems.
• Flexible and adapt to changing business surroundings.

To apply at www.mycoopcareer.com and the internship will be titled as Feed Sales Intern – Illinois.

Any questions, please contact:

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