Crop protection sales interns and developmental sales representative program

Developing future Syngenta leaders

Crop protection sales intern
Our Sales Intern program for Syngenta Crop Protection is a curriculum-based, integrated learning opportunity that prepares you to be a leader in territory sales in the agriculture industry. Over the course of the 10-week summer program, we will help you develop an understanding of customer needs by engaging growers and resellers in solution-based, consultative selling; developing product/technical expertise; refining communication, presentation and leadership skills; and building a thorough understanding of company structure, roles, functions and core values. District managers will coach and mentor you to help achieve development goals for independent account experience.

Crop protection developmental sales representative program
Our Developmental Sales Representative (DSR) program for Syngenta Crop Protection is a curriculum-based, integrated learning opportunity preparing you to be a territory sales leader in the agriculture industry. Over the course of six months, the program helps develop an understanding of customer needs by engaging customers in solution-based, consultative selling; developing product/technical expertise; refining communication, presentation, and leadership skills; and building a thorough understanding of company structure, roles, functions, and core values. District managers coach and mentor you to help achieve developmental goals for independent sales experience. The goal of this program is to prepare you, at the end of six months, to interview for a full-time placement with our industry-leading Crop Protection business.
Crop protection sales intern

About the program
Sales intern geographical assignments are based on a variety of factors, and while we can’t guarantee a specific location, your preferred region is taken into consideration (some travel required). Placements may be in the field or in an office assignment.

Great growth opportunities as a crop protection sales intern:
- Participate in intern team activities including orientation, presentations and conference calls
- Develop sales, communication, presentation and leadership skills under a local mentor
- Understand customer needs in order to position and manage our products
- Develop effective organizational strategies and customer relationship building skills
- Actively support the sales team achieve its market goals — develop a passion for selling!
- Learn how to manage allowance budget (travel expenses, use of fleet vehicle, and company cell phone)
- Complete an assigned internship project

Qualifications:
- Sophomore or junior with minimum 3.0 GPA – working towards a bachelor’s degree preferably in agriculture or related field
- Demonstrated leadership ability in student organizations and/or work experiences
- Effective writing, interpersonal savvy, presentation skills, and efficient computing/negotiation skills
- A valid driver’s license and acceptable moving violations record
- Strong customer focus, business acumen, resilience, integrity, results-oriented, and team player
Developmental sales representative program

About the program
DSR geographical assignments are based on a variety of factors, and while we can’t guarantee a specific location, your preferred region is taken into consideration (some travel required). Placements may be in the field or in an office assignment. Upon completion of the Syngenta Crop Protection DSR program, you will be ready to manage a Crop Protection sales territory — becoming a future leader.

Great growth opportunities as a crop protection DSR:
• Develop sales, communication, presentation, and leadership skills
• Understand customer needs in order to position and manage Syngenta products
• Act as a steward of product portfolio by managing service calls and organizing sales preparation
• Learn how to competitively position Syngenta while enhancing networking skills
• Use product benefits and marketing programs to drive sales, develop customer relationships and influence passion for selling
• Learn how to properly manage territorial expense budgets and other company resources (use of company vehicle and cell phone)

Qualifications:
• Excellent academic record (suggested minimum 3.0 GPA) with a bachelor's degree preferably in agriculture or related field.
• Demonstrated leadership ability in student organizations and/or work experiences
• Effective writing, interpersonal savvy, presentation and negotiation skills
• A valid driver's license and acceptable moving violations record
• Strong customer focus, business acumen, resilience, integrity, results-oriented, and team player
Represent Syngenta Crop Protection and be a strong contributing team member in Crop Protection sales. Help the Crop Protection business achieve profitable growth and build an industry-leading and sustainable position for Syngenta.