Seeds sales interns and developmental sales representative program

Developing future leaders in seeds

Seeds sales intern
Our Sales Intern program for Syngenta Seeds 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 and 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.

Seeds developmental sales representative program
Our Developmental Sales Representative (DSR) program for Syngenta Seeds 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 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 developmental goals for independent account 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 expanding Seeds business.
Seeds 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, every effort will be made to place you close to your desired geography (some travel requirements). Placements may be in the field or in an office assignment.

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

Qualifications:
• Sophomore or junior with a suggested minimum 3.0 GPA – working towards a bachelor’s degree preferably in agriculture
• 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, every effort is made to place you close to your desired geography. Upon completion of the Syngenta Seeds DSR program, you’ll be ready to manage an NK® or Golden Harvest® seed sales territory — becoming a future leader.

Great growth opportunities as a Seeds DSR:
- Develop sales, communication, presentation and leadership skills
- Understand grower and reseller 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 marketing programs to drive sales, develop customer relationships and influence passion for selling
- Learn how to manage competitive allowance budget and other company resources (use of company vehicle and cell phone)

Qualifications:
- Excellent academic record (a suggested minimum 3.0 GPA) with a bachelor’s degree preferably in agriculture.
- 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 Seeds and be a strong contributing team member in the NK retail sales or Golden Harvest dealer-channel sales. Help the Seeds business achieve profitable growth and build an industry-leading and sustainable position for Syngenta.