

Intern Description

Job Title: Agronomy Intern – B-Z Bee Inc.
Department: Agronomy
Reports To/Approved by: Agronomy Manager
FLSA Status: Non-exempt
Approved date: 8/2015

Summary: B-Z Bee Inc. is seeking Agronomy/Ag majors for a summer internship to help implement company programs. B-Z Bee Inc. is an Ag retail location selling seed, crop protection and fertilizer to farmers throughout central Kansas.

Essential Duties and Responsibilities include the following but are not limited to:

- Innovation Plus Field Testing Program – Meet with growers to determine test plot locations, placing signage on those locations, evaluating crops, gathering data, taking pictures, and assessing weed control.
- Seed Test Plot Program – Work with Owner to evaluate test plot locations for B-Z Bee Inc. Assist with planting the crop, taking pictures, placing signage, gathering data, and evaluating crops. Help develop customer field days with growers and Seed Company Reps.
- Grower Signage Program – Place signage on site of every customer crop field designating seed variety and Ag retailer name.
- Work directly with seed treatment facility during the soybean planting season. Will learn the seed treatment business, to include repackaging bulk seed into pro boxes and mini bulks bags for delivery to customers.
- Assist with day to day operations of facility. This will entail pulling orders for delivery, loading trucks, and loading customers.

Competencies - *To perform the job successfully, an individual should demonstrate the following competencies:*

- Ability to deliver clear, concise and effective verbal and written communications to a targeted audience
- Experience with computer skills i.e. Microsoft office software
- Good interpersonal skills
- Reacts well under pressure and treats others with respect, courtesy and consideration
- Problem-solving capabilities

Qualifications - *To perform this job successfully, an individual must be able to perform each essential duty satisfactorily. The requirements listed below are representative of the knowledge, skill, and/or ability required. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions.*

Education and Experience

- Currently a student pursuing an Agronomy or agriculture-related degree
- Agriculture experience or background a plus

Language Skills - Ability to read, analyze and interpret documents. Ability to write reports and business correspondence, including email. Ability to effectively present information in one-on-one and small group

situations to customers, supervisors, and other employees of the organization.

Mathematical Skills - Ability to apply concepts of basic math (add, subtract, divide, multiply) in all units of measure using whole numbers, common fractions, and decimals. Ability to compute rate, ration, and percentages.

Reasoning Ability - Ability to apply common sense understanding to carry out instructions furnished in written, oral, or diagram form. Ability to deal with problems involving several concrete variables in standardized situations.

Computer Skills - Must have basic computer software understanding; experience in Microsoft Office programs.

Other Skills, Abilities, and Qualifications -Strong and effective communication and organizational skills are essential. Must be able to multitask with several projects occurring at the same time; current state driver's license and satisfactory MVR (motor vehicle record); and ability to work outdoors for extended periods of time under all weather conditions.

Please apply by going to the United Suppliers website:

www.unitedsuppliers.com

Click on the Local Ag Retailers Careers tab

Intern Description

Job Title: Crop Scout/Sales, Marketing Intern – Crop Service Center
Department: Agronomy
Reports To/Approved by: Agronomy Manager
FLSA Status: Non-exempt
Approved date: 8/2015

Summary: Working at a locally owned agriculture retailer Crop Service Center, Abilene, KS, this intern will primarily work to assist the Agronomist in their daily activities. May be involved with either a formalized scouting program or perform in-field scouting as-needed and apply crop scouting knowledge in sales or marketing. The in-field experience gained will be crucial in building agronomic skills. This intern will primarily work to assist the Agronomist to support the growers' needs. Not only will this intern perform some crop scouting, but may work to translate findings into suggested plans, programs and services that the grower can apply in their operations. Strong communication and problem solving skills will be needed in connecting with growers.

Essential Duties and Responsibilities include the following:

- Work one-on-one with local Agronomist
 - Seed population/stand counts
 - Crop staging
 - Soil sampling
 - Identification of weeds, insects and diseases
 - Pesticide recommendations
 - Managing the Innovation trials on key growers
- Agronomy plant operations
- Actual sales calls to growers
- Promotion of retailers products and/or services
- Tissue sampling
- Fertility/Pesticide recommendations
- Innovation field trials – meet with growers to determine test plot locations, placing signage on those locations, evaluating crops, gathering data, taking pictures, and assessing weed control
 - May assist with customer field days
- Customer service
- Other duties as assigned

Education and Experience

- Currently a student pursuing an agriculture-related degree
- Agriculture experience or background a plus, previous crop scouting experience preferred

Competencies - *To perform the job successfully, an individual should demonstrate the following competencies:*

- Ability to deliver clear, concise and effective verbal and written communications to a targeted audience
- Experience with computer skills i.e. Microsoft office software
- Good interpersonal skills
- Reacts well under pressure and treats others with respect, courtesy and consideration

Qualifications - *To perform this job successfully, an individual must be able to perform each essential duty satisfactorily. The requirements listed below are representative of the knowledge, skill, and/or ability required. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions.*

Language Skills - Ability to read, analyze and interpret documents. Ability to write reports and business correspondence, including email. Ability to effectively present information in one-on-one and small group situations to customers, supervisors, and other employees of the organization.

Mathematical Skills - Ability to apply concepts of basic math (add, subtract, divide, multiply) in all units of measure using whole numbers, common fractions, and decimals. Ability to compute rate, ration, and percentages.

Reasoning Ability - Ability to apply common sense understanding to carry out instructions furnished in written, oral, or diagram form. Ability to deal with problems involving several concrete variables in standardized situations.

Computer Skills - Must have basic computer software understanding; experience in Microsoft Office programs.

Other Skills, Abilities, and Qualifications - Strong and effective communication and organizational skills are essential. Must be able to multitask with several projects occurring at the same time; current state driver's license and satisfactory MVR (motor vehicle record); and ability to work outdoors for extended periods of time under all weather conditions.

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Intern Description

Job Title: Sales & Marketing Intern – HARVEYVILLE SEED CO., INC
Department: Agronomy & Sales
Reports To: Dustin Kuntz
FLSA Status: Non-exempt (hourly)
Approved date: 9/2015

Summary: Apply your agronomic experience and interest in sales by working at a locally owned agriculture retailer, Harveyville Seed Co., Inc. This intern will be responsible for managing customer focused sales plots. Along with performing some crop scouting, they will work to translate findings into suggested plans, programs and services. Ultimately, assisting with the implementation of those plans. Strong communication and problem solving skills will be needed. This experienced internship is a solid way to expand on previous agronomy and agribusiness experience.

Essential Duties and Responsibilities include the following:

- Work one-on-one with management.
 - Manage Test Plots:
 - Seed Test Plots – Planting, harvesting, maintenance, signage and record keeping.
 - Innovation Field Trial – Oversee implementation, maintenance, signage, data collection, product and crop evaluation and response, pictures, and maintain a written journal of activities with results.
 - Write a weekly blog for the HSC web site documenting your learning experiences.
 - Organize a customer field day.
 - Crop Protection and Nutrition
 - Assist in making product recommendations, operation of custom application equipment and tender trucks. Will help obtain Custom Applicator License if desired.
 - Crop scouting of identified farms and provide a written summary of results.
 - Exposure to the seed treatment business to include repackaging bulk seed and delivery.
 - Crop scouting identified farms and provide a written summary of results.
- Customer service
- Other duties as assigned

Competencies - *To perform the job successfully, an individual should demonstrate the following competencies:*

- Ability to deliver clear, concise and effective verbal and written communications to a targeted audience
- Strong interpersonal skills
- Experience with computer skills i.e. Microsoft office software
- Reacts well under pressure and treats others with respect, courtesy and consideration

Qualifications - *To perform this job successfully, an individual must be able to perform each essential duty satisfactorily. The requirements listed below are representative of the knowledge, skill, and/or ability*

required. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions.

Education and Experience

- Currently a student pursuing an agriculture-related degree
- Agriculture experience or background a plus; previous crop scouting experience preferred

Language Skills - Ability to read, analyze and interpret documents. Ability to write reports and business correspondence, including email. Ability to effectively present information in one-on-one and small group situations to customers, supervisors, and other employees of the organization.

Mathematical Skills - Ability to apply concepts of basic math (add, subtract, divide, multiply) in all units of measure using whole numbers, common fractions, and decimals. Ability to compute rate, ration, and percentages.

Reasoning Ability - Ability to apply common sense understanding to carry out instructions furnished in written, oral, or diagram form. Ability to deal with problems involving several concrete variables in standardized situations.

Computer Skills - Must have basic computer software understanding; experience in Microsoft Office programs.

Other Skills, Abilities, and Qualifications -Strong and effective communication and organizational skills are essential. Must be able to multitask with several projects occurring at the same time; current state driver's license and satisfactory MVR (motor vehicle record); and ability to work outdoors for extended periods of time under all weather conditions. The candidate will regularly lift and/or move up to 60 pounds.

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Intern Description

Job Title: Sales & Marketing Intern – Farming Solutions Partner LLC.

Department: Agronomy

Reports To: Agronomy Sales Manager

FLSA Status: Non-exempt (hourly)

Approved date: 9/2015

Summary: Apply your crop scouting experience and interest in sales by working at a locally owned agriculture retailer, Farming Solutions Partner LLC in Montezuma, KS. This intern will primarily work to assist the Agronomist to support the growers' needs. Not only will this intern perform some crop scouting, but will work to translate findings into suggested plans, programs and services that the grower can apply in their operations. Strong communication and problem solving skills will be needed in connecting with growers. This experienced agronomy internship is the best way to expand on previous agronomy scouting internships.

Essential Duties and Responsibilities include the following:

- Work one-on-one with local Agronomist
 - Crop scouting
 - Actual sales calls to growers
 - Promotion of retailers products and/or services
 - Tissue sampling
 - Fertility/Pesticide recommendations
 - Innovation field trials – meet with growers to determine test plot locations, placing signage on those locations, evaluating crops, gathering data, taking pictures, and assessing weed control
 - May assist with customer field days
 - Exposure to the seed treatment business to include repackaging bulk seed into pro boxes and mini bulk bags for delivery to customers
- Customer service
- Other duties as assigned

Competencies - To perform the job successfully, an individual should demonstrate the following competencies:

- Ability to deliver clear, concise and effective verbal and written communications to a targeted audience
- Strong interpersonal skills
- Experience with computer skills i.e. Microsoft office software
- Reacts well under pressure and treats others with respect, courtesy and consideration

Qualifications - To perform this job successfully, an individual must be able to perform each essential duty satisfactorily. The requirements listed below are representative of the knowledge, skill, and/or ability required. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions.

Education and Experience

- Currently a student pursuing an agriculture-related degree
- Agriculture experience or background a plus; previous crop scouting experience preferred

Language Skills - Ability to read, analyze and interpret documents. Ability to write reports and business correspondence, including email. Ability to effectively present information in one-on-one and small group situations to customers, supervisors, and other employees of the organization.

Mathematical Skills - Ability to apply concepts of basic math (add, subtract, divide, multiply) in all units of measure using whole numbers, common fractions, and decimals. Ability to compute rate, ratio, and percentages.

Reasoning Ability - Ability to apply common sense understanding to carry out instructions furnished in written, oral, or diagram form. Ability to deal with problems involving several concrete variables in standardized situations.

Computer Skills - Must have basic computer software understanding; experience in Microsoft Office programs.

Other Skills, Abilities, and Qualifications - Strong and effective communication and organizational skills are essential. Must be able to multitask with several projects occurring at the same time; current state driver's license and satisfactory MVR (motor vehicle record); and ability to work outdoors for extended periods of time under all weather conditions.

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