

# JOB DESCRIPTION

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**JOB TITLE:** Sales Internship

**DEPARTMENT:** Sales

**REPORTS TO:** Logistics/Sales Manager  
Surrounding Area

**LOCATION:** Nebraska,

**FLSA:** Non-Exempt

**REVISION DATE:** 03/21/2017



## **POSITION SUMMARY:**

The Sales Development Intern(s) will focus primarily on improving the quality of our Salesforce and providing prospecting support to the Nebraska sales region. They will learn the fundamentals of effective prospecting strategy and will regularly conduct comprehensive research on target clients.

## **JOB FUNCTIONS:**

- Learn the fundamentals of the sales process through an experienced sales mentor
- Support Outside sales representatives with developing and executing cutting-edge prospecting and networking solutions
- Trained on Pipe Planner Software to help you create the most efficient irrigation system for our customers to grow crops.
- Receive hands on sales training in Little Rock, Arkansas for four weeks to prepare you for the internship
- Learn how to prospect new and renewal clients
- Understand out target audience, verticals, companies, roles; conduct industry, account and contact research
- End of Internship Project: Sales Presentation demonstrating everything you learned, and possible full time job offer as an Outside Sales Representative upon college graduation

## **REQUIREMENTS:**

- Ideal candidate will be confident, driven, competitive and focused on building their career with an agriculture background
- Ideal candidates will be goal-oriented who like working independently, as well as, working with a team
- Candidates with farming contacts are preferred
- Willing to constantly learn, improve, and who can adapt quickly
- Desire to work in an agricultural sales environment
- Must have a valid driver's license
- Ability to multi-task and efficiently manage time and priorities.
- Junior, senior or nontraditional student in college or recent graduate with coursework or experience in the related field

## **WHAT WE OFFER:**

- Full time, paid internship at 3,000 per month
- Paid training and living expenses while in Little Rock, Arkansas for 4 weeks
- Future career opportunities
- 12 Weeks Internship; 4 weeks in Arkansas, 8 weeks in Nebraska
- Ability to work 40 hours per week
- Experience in agriculture