



Job Description:
BioZyme® Sales Internship
Reports To:
Key Accounts Manager

The BioZyme Sales Intern is a student looking to gain experience in feed sales to a dealer network and livestock nutrition in both an office and field setting. The candidate is required to produce reports, lift 50 pounds and be familiar with the feeding and general care of livestock. The intern needs to be a well-rounded individual who can work with all parties and represent the company in a professional manner for eight weeks during the summer.

Eligibility:

- Applicants should be entering their junior or senior year in college.
- An agriculture related major field of study is required.
- Prior sales and nutrition experience will be an asset.
- Must be able to provide your own laptop and reliable vehicle for transportation (travel expenses will be reimbursed).
- Applicants must be detail-oriented, outgoing, enjoy travel, have the ability to work well under pressure and with all types of people and be a self-starter who can work on their own.

Location:

The internship will be headquartered at the BioZyme® Inc. office in St. Joseph, Mo. There will also be significant travel across the United States. Interns will be required to work most weekends.

Key Accountabilities:

- Attend the BioZyme Dealer Retreat, Hereford and Angus Junior Nationals events and assist with selling of product as requested.
- Participate in three weeks of ride alongs with Area Sale Managers to better understand our product lines and strengthen selling techniques as well as identify the dealers who could best utilize open houses.
- Supporting the dealer network by organizing, implementing and coordinating six dealer open houses in territories identified by the Key Accounts Manager.
- Entering data for all sales efforts into the established BioZyme CRM.

What You Will Learn:

- How to execute a tradeshow booth and related follow-up
- Relationship building

- How to track data of leads and prospects so they can be utilized for the necessary touches to grow sales of a business
- How to work with a dealer to grow their business and multiply sales efficiently.

What We Require:

- Background in Animal Science
- Strong communication skills
- Proficient in Microsoft Office
- Organized with an ability to prioritize time-sensitive assignments
- Motivated and flexible

Details:

- The position begins May 19 and ends July 31
- Interns are expected to work a minimum of 40 hours a week and will be paid \$900 (less applicable taxes) every 2 weeks
- Housing if desired will be provided with most meals included
- All travel and out of pocket costs will be reimbursed

Provided by Intern

- Proof of Medical Insurance
- Transportation
- Cell Phone
- Emergency contact information (Name, address, phone number)

Code of Conduct and House Rules

All BioZyme® Interns are expected to behave in a professional and courteous manner as they represent the company. Illegal activities, including theft or drug use, are cause for immediate termination. Major items to be observed are as follows:

- Professional manner includes dress. Casual attire for professional meetings and suitable clothing for daily work. Exposed tattoos, piercings, unkempt appearance, or unprofessional or contrary slogans on clothing are not accepted.
- No smoking, drinking of alcohol, pets, or parties at housing or company premises.
- Housing will be kept clean (vacuumed and picked up) and in a presentable, business manner.