



Sales & Agronomy Summer Student—Manitoba

Location: Home office

Job Description

- 60% field-based research – small plot and field scale research
- 35% sales experience – support the sales team and participate in sales calls
- 5% professional development – attend learning events such as Ag In Motion, Crop Diagnostic School, Diversification Centre Field Tours, etc.

Benefits:

- Company truck, credit card, and computer provided
- Cell phone allowance
- Remote home office

Objectives:

- Gain experience with regional crops and UPL Canada product portfolio.
- Develop customer relationship skills by working with and observing interactions between Territory Manager (TM), Technical Sales Specialist (TSS) and growers.
- Obtain experience with project presentation skills and working in a team environment.

Required Qualifications:

- Currently pursuing an Agriculture related Bachelor's degree or Agriculture diploma from an accredited program – Agri-Business or Agronomy major preferred
- Must be able to work independently from a home office
- Skilled in computer use (MS Excel, MS Word, MS PowerPoint, MS Outlook)
- Valid driver's license and good driving record
- Superior work ethic and highly motivated
- Leadership and interpersonal skills/experience desired
- Demonstrated ability to solve problems and make decisions independently
- Written and oral communication skills
- Basic knowledge of farming practices
- Agriculture/agronomy background is preferred

Job Duties:

- Collect data and information related to field trials and farm studies
- Aid Technical Support Specialist in organizing and summarizing data from trials
- Build interpersonal and communication skills while working closely with Territory Managers, Technical Support Specialist, and customers
- Lead, implement, and manage 1 field scale trial protocol of a UPL focus product with minimum 3 field site locations in Manitoba.
- Maintain and observe safe working and driving conditions

Please submit resume and cover letter directly to Holly Derksen, Territory Sales Manager – Eastern Manitoba at holly.derksen@upl-ltd.com by February 26, 2025.