



POSITION DESCRIPTION

Job Title: Summer Sales Intern – Eastern Canada

Reports To: Regional Sales Manager – Eastern Canada

ABOUT UPL:

UPL (NSE: UPL & BSE: 512070, LSE: UPLL) is focused on emerging as a premier global provider of total crop solutions designed to secure the world's long-term food supply. Winning farmers hearts across the globe, while leading the way with innovative products and services that make agriculture sustainable, UPL is the fastest growing company in the industry. Our successes in the field add up to powerful financials. UPL delivers results from protecting crops that translate into attractive investor value. Based on the recognition that humankind is one community, UPL's overarching commitment is to improve areas of its presence, workplace and customer engagement. please visit upl-ltd.com and follow us on [LinkedIn](#), [Twitter](#), [Instagram](#) and [Facebook](#).

Our purpose is 'OpenAg'. An agriculture network that feeds sustainable growth for all. No limits, no borders.

(EOE) EQUAL OPPORTUNITY EMPLOYER STATEMENT:

UPL provides equal employment opportunities (EEO) to all employees and applicants irrespective of their race, colour, religion, gender, marital status, sexual orientation, gender identity or expression, national origin, age, genetic information, disability, or veteran status. In addition to federal law requirements, in every location in which the company has facilities, UPL complies with applicable state and local laws governing non-discrimination in employment. This policy applies to all terms and conditions of employment, including recruiting, hiring, placement, promotion, termination, layoff, recall, transfer, leaves of absence, compensation, and training.

UPL also reinforces EEO through its Corporate Business Principles and Code of Business Conduct

JOB SUMMARY:

Work in Eastern Canada to support sales with the local Territory Sales Manager in Ontario. A key focus on Retails and Growers in the area to promote and drive sales of the UPL Crop Protection Portfolio. Work with grower cooperators on Market Development trials and product launches of UPL Products

JOB RESPONSIBILITIES:

- 60%: Maintaining regular contact with retail accounts to promote products and service sales. Train and support retail locations on UPL AgroSolutions product line and co-ordinate the selling of the product line through the dealer network. Build and support key producer relationships within territory. Communicate with internal and external customers (distributors, retailers, agricultural consultants, and key growers) to accomplish territory objectives for current products.
- 30%: Work with Territory Sales Manager and Technical Support Specialist to set up local marketing trials on UPL AgroSolutions Product Line. Co-ordinate local tours and information sessions with key Retails, Growers, and Industry Influencers.
- 10%: Responsible for monitoring and adhering to company guidelines for expenses, promotion, travel, and entertainment budgets.

REQUIRED EDUCATION AND EXPERIENCE:

Enrolled in a BS or BA degree required with a preferred focus in Ag Science or Business. Exceptional communication skills including public speaking and writing; proficient with various word processing and spreadsheet applications required. Ability to travel (with a G rated driver's license) and willingness to maintain an office at candidate's residence would be required.

UPL COMPETENCIES:

Adaptability & Resilience: Recognizes and is open to changing circumstances and alters behavior and scales up as necessary; increases personal awareness and appreciation of individual and cultural differences to create an open, inclusive, and accepting workplace

Entrepreneurial Mindset: Has a creative mindset and ability to think holistically, takes calculated risks and maximizes opportunities

Results Orientations: Takes action, pursues goals with persistence and achieves results; communicates goals and vision to the team to drive enthusiasm and ambition

Execution Excellence: Enhances the speed of execution and builds efficiency in processes, systems and people; has sharp focus on quality-orientation

Strategic Orientation: Demonstrates knowledge of the social, economic, and environmental factors and how they impact the business. Identifies key issues that could impact the business and develops strategy through an analytical lens / design thinking

Building Teams and Talent: Empowers colleagues through knowledge sharing and delegation, quickly establishing rapport; provides recognition for achievements and accomplishments

Customer Centricity: Understands the customer needs and pain points, fulfills the needs and expectations by focusing on creating value for customers