

Monsanto values diversity and is an equal opportunity affirmative action employer.

Department: Sales

Title: **Field Sales Trainee**

Req Number: mons-00008960

Location(s): Various Locations US000

Responsibilities:

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The Field Sales Trainee (FST) position is an entry level career opportunity that will give you the experience you need to move into a full time Account Manager position within 9-12 months. As an Account Manager, you will be responsible for working with Monsanto's dealer channel selling Monsanto's Roundup and Roundup Ready seed portfolio (Roundup, DEKALB Corn, Asgrow Soybeans and Delta & Pineland Cotton). You will participate in the sales trainee program that is designed to provide you with the basic tools necessary to become a productive member of our Top Ranked sales teams. Training classes begin in either January or June each year. In this position you will progress through a focused, dynamic and comprehensive development program that will build a solid base of agronomic, account management and sales knowledge. Upon successful completion of the development program and assessment evaluation, you will be eligible for an Account Manager position.

Scope of Job:

FST will be placed with a sales team and assigned a field trainer to learn the following competencies in a real life working environment.

- Seed and trait expertise & Chemistry expertise; build agronomic skills and knowledge base that will lead to expertise
- Strategic account management; learn how to effectively manage large customer accounts which include dealers, distributors, farmer dealers and top growers
- Customer focus; learn methods and strategies to meet and exceed customers' needs
- Selling skills; effectively sell the value of Monsanto's Roundup Ready System, which includes Roundup, DEKALB , Asgrow and Delta and Pineland seed brands
- Monsanto culture and systems; learn how to effectively make an impact in a forward thinking organization and understand systems and programs in place to support dealers/growers
- Time and territory management

Required Skills:

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- Minimum of a Bachelors Degree; Degree in Agronomy, Agriculture, Finance, Economics, Marketing or Business would be beneficial
- Must be open to relocation
- Must be willing to travel/drive throughout territory on a daily basis. A company vehicle will be provided.
- Have ability to work in a fast-paced working environment and demonstrate critical thinking skills
- Strong selling skills, especially in dealer/farmer channel environment are preferred along with experience in agri-business or a related area
- Must be able to demonstrate self motivation/direction, initiative and have the ability to work and cooperate in teams
- If necessary, must be able to lift a 60 pound bag of seed
- Results oriented
- Strong communication and presentation skills are desired
- Agriculture related knowledge would be beneficial

In addition to our standard background check and substance abuse test, this position is subject to a driving record background check (DUI/DWI, moving violations, accidents, etc.). An offer of employment for this position is contingent upon passing all three tests.