

AgReliant Genetics

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I hail from Center Point, Iowa where I grew up on our diversified grain and livestock farm, which included raising corn, soybeans, alfalfa hay, and around 100 head of beef cattle. I was fortunate to be accepted for some great internship experiences over my college career with Innovative Ag Services for two summers, however, my most recent experience



was with AgReliant Genetics this past summer. I served as the seed sales intern with one of AgReliant's seed companies, LG Seeds. I always had an idea that I wanted to be in sales, and this just solidified my career path. I have always enjoyed getting to know people and build personal relationships with them, and that is essentially the role of a salesperson.

My summer with LG Seeds began with some brief training and several ride alongs to get a feel for what the job entailed. I then was given the task of conducting customer surveys to get a feel for not only LG Seeds customer base, but also an introduction into the world of cold calling. I did that for several weeks while putting up some field signs before I was given the task of cold calling on non LG Seeds customers. It was an eye opening experience for me. I was very uncomfortable at first, but as the summer went on I began to gain more confidence. Before my

internship ended, I put together portfolios of current customers and potential prospects for each of my bosses to work through in the upcoming sales season. I definitely felt as though I have grown in numerous ways through this internship with LG Seeds as well as my previous ones. This was a stepping stone in my future career as I will begin working with AgReliant Genetics in May upon graduation. If anyone is considering a career path in this industry, I would highly recommend looking into positions with AgReliant Genetics! Best of luck to all in your future endeavors, and Go State!