

# Dow AgroSciences

Andrew Luzum

Agricultural Business, minor in Agronomy

Junior

2015 Sales Intern



I grew up on a diverse livestock and crop farm in Northeast Iowa. I am a senior majoring in Agricultural Business with a minor in Agronomy at Iowa State University. This summer I interned with Dow AgroSciences in Eastern Iowa as a Sales Intern. I absolutely loved my time with Dow Agrosciences, I spent time working with customers about using new products, working on different marketing targets and strategies with different product portfolios and got to

work on my own projects to assist in gaining market share through product differentiation. Dow has great training as well as a company culture that allows you to feel like you are more than just an intern. I am joining Dow AgroSciences full time in May after graduation.

Abbey Edel

Agricultural Business

Sophomore

2015 Sales Intern



My name is Abbey Edel and I am a graduating senior in May 2016 majoring in Ag Business. I call “home” Greenwood, Indiana, but I was born in Cedar Rapids, Iowa. I decided to study Ag Business during my sophomore year with encouragement from my parents, who were both raised on family farms. During the summer of 2015 I interned with Dow as a Commercial Sales Intern, specifically on the crop protection side. My territory was classified as “Central Iowa”, but I covered a backwards “L” section ranging from central Minnesota to Omaha. Throughout the summer, I was responsible for providing support to three sales representatives and their customer lists while home-officing out of Ames. With approximately 80 total locations, I drove from co-op

to co-op to assist on special projects, answer questions, check plots, & promote Dow’s brands. By the end of the summer, I drove close to 17,000 miles. After graduation, I have accepted a full-time position with Dow AgroSciences as a Commercial Sales Trainee with a location to be determined. I am so grateful to my DSMs and mentors for the opportunities they have given me for a successful internship and a future career.