



ZOETIS BEEF SUMMER SALES INTERN

Job Description – U.S. Cattle Team

REQUIREMENTS

The Zoetis Summer Sales Intern Program is a 10 week program designed to provide candidates experience in on-farm selling focusing on the U.S. cattle industry. It provides an opportunity for students to evaluate selling as a potential career by giving them responsibilities similar to a full time Territory Manager.

Ideally, candidates will possess a stellar work ethic, farm experience in cattle herd health, excellent organizational skills, presentations skills and be able to move around the computer with ease. Microsoft Office knowledge including Word, Excel and Power Point is also required.

Working independently and in a team setting where individual and total intern goals are set should be part of the candidates skill package.

All applicants should be post-secondary education students with preference to those who will be entering their senior year at the completion of the internship.

LOGISTICS

1. Candidates will be evaluated during one or more interviews. All candidates will be informed of the results of the interviews, with follow-up details being provided to those who are selected.
2. There will be two (2) work trips with area Territory Managers prior to training to learn about job specifics. They will be scheduled between acceptance date and training.
3. A pre-training work list that includes assigned readings and quizzes will be sent the first week of April. This is to help the interns prepare for training and is a requirement
4. Training class will be held the first of June. We will have one week to prepare you for eight (8) weeks in the field. Training will be intense and require long hours the entire week.
5. Eight (8) weeks will be spent in your area calling on cattle producers and selling Zoetis products. Goals will be set for individuals as well as the team and we will expect that all are accomplished. Work trips and appointments will be set by Zoetis Territory Managers.
6. A final report will be prepared for Zoetis senior management after the completion of your 8 weeks in the field.

COMPENSATION

The Zoetis Summer Sales Intern Program offers a competitive compensation package on top of invaluable real world job experience. Interns will be provided a company vehicle, computer, expense compensation and a corporate credit card. More information will be provided during the interview process.

**For more info or if interested
please send resume and cover letter by January 26th to
Brittany Thompson at Brittany.thompson@zoetis.com**