Syngenta is a leading agriculture company helping to improve global food security by enabling millions of farmers to make better use of available resources. Through world class science and innovative crop solutions, our 28,000 people in over 90 countries are working to transform how crops are grown. We are committed to rescuing land from degradation, enhancing biodiversity and revitalizing rural communities.

As a **Crop Protection Developmental Sales Representative (DSR)** at Syngenta, you have the opportunity to work alongside some of the brightest minds in the industry and work on real projects finding real solutions. Work with us and you’ll get:

- Competitive wages
- Ongoing career development resources
- The opportunity to work on cutting-edge projects
- Meaningful projects that solve problems

**Role purpose**

- Develop effective product and technical expertise through an accelerated talent development program.
- Training is provided in house and guidance is provided by management and marketing
- Manage and support customer base
- Achieve sales targets within a given territory

**Accountabilities**

- Develop proficiency in proper product use recommendations and expectations: to include product features and benefits, pest identification, scouting, application timing, customer meetings, sale confirmation, and basic territory management
- Accomplish learning objectives effectively and provide value added services to targeted accounts
- Implement sales strategy to achieve sales objectives in assigned territory
- Manage travel expense budget
- Act as steward of product portfolio by making product use recommendations and by servicing products in the field as needed
- Develop and manage customer relationships by developing a deep understanding of customer needs
- Work with colleagues to develop effective ways of working that enable the Sales Team.
- Seek direction and assistance from Manager or more experienced Sales Rep in non-routine matters

**Critical experience**

- **Minimum education requirement:** BA/BS degree, preferably in Ag Science
- New or recent graduate from an accredited college/university (0-6 months)
- Experience with former agricultural internships preferred
- Demonstrated critical professional and personal capabilities
- Customer Focus
- Business Acumen
- Resilience
- Integrity and Trust
- Drive for Results
- Effective Teamwork
- Interpersonal Savvy
- Negotiation
- All applicants must be eligible to work in the US.

**Additional Information:**

- All applicants must be eligible to work in the US.
- **Minimum education requirement:** BA/BS degree, preferably in Ag Science

To Apply: [Link](https://syngentacrop.taleo.net/careersection/unitedstates/jobdetail.ftl?job=18001715&tz=GMT-05%3A00)

Family and Medical Leave Act (FMLA) Poster - Link [here](http://www.dol.gov/whd/regs/compliance/posters/fmla.htm)

Equal Employment Opportunity Commission's (EEOC) poster - Link [here](http://webapps.dol.gov/elaws/firststep/poster_direct.htm)

Employee Polygraph Protection Act (EPPA) Poster - Link [here](http://www.dol.gov/whd/regs/compliance/posters/eppa.htm).

Syngenta is an Equal Opportunity Employer and does not discriminate in recruitment, hiring, training, promotion or any other employment practices for reasons of race, color, religion, gender, national origin, age, sexual orientation, marital or veteran status, disability, or any other legally protected status.