



Description for **Dairy Sales** for ReproScan Technologies, LLC Winterset, IA.

### **Overview:**

ReproScan Technologies is seeking to contract with an enthusiastic and self-motivated Dairy Sales Intern for the Summer of 2024. This individual will get to experience many different facets of the business, with an emphasis in sales.

### **About ReproScan:**

ReproScan is committed to providing simple, durable, and affordable ultrasound equipment with excellent customer service. ReproScan has been selling and servicing veterinary ultrasound equipment since 2008.

ReproScan Technologies focuses on livestock ultrasound equipment. This specialized equipment is used by veterinarians and large dairy, beef cow/calf and feedlot producers. The environment that the equipment is used in can be tough on equipment and quite dirty. It is essential that all ReproScan staff be empathetic to the demanding lives of the people that use our equipment and understand the conditions that it is used in.

### **Internship Opportunity:**

This position is ideal for self-motivated individuals in their junior or senior year. Preferred majors include animal science, pre-veterinary (large animal interest), ag sales or business, ag marketing, or a related field.

This position requires a self-starter who can independently prioritize multiple tasks, meet deadlines, and take initiative on sales calls, setting up meetings, and other projects as they come about. A background in production agriculture or animal health industry with a firsthand understanding of dairy production or veterinary practice is ideal. This internship would be extremely beneficial for those interested in sales and offers flexibility, variety in work-day tasks, and a positive team-oriented working environment.

### **Requirements:**

1. We are looking for an individual that is pursuing a degree in animal science, pre-vet, ag sales or business, ag marketing or a related field.
2. Background in cattle and some reproductive science is preferred, but not required.
3. Proven ability to excel in a self-guided, independent work environment.
4. Interested and passionate about the veterinary and livestock industry.
5. A willingness to work in a fast-paced team environment.
6. Ability to organize and manage a variety of assignments with the ability to be flexible as new tasks arise.
7. Maintain regular, consistent, and professional attendance, punctuality, personal appearance, and adherence to relevant health and safety procedures.
8. Establish and maintain effective working relationships with co-workers, supervisor, and the general public.
9. Exceptional leadership and communication skills, both oral and written, and utilization of these skills within ReproScan as well as externally.
10. Must be willing to travel, either by car or by commercial plane, including overnight stays, as business dictates around the United States.
11. Ability to occasionally lift up to 50 pounds and spend several hours a day on your feet.

1374 State HWY 92, Winterset, IA 50273

1.877.890.2411 • [www.repro-scan.com](http://www.repro-scan.com)

**S I M P L E • D U R A B L E • A F F O R D A B L E**



12. Willing to be outside and work hands-on with cattle.
13. Utilize a variety of technology including Salesforce, Excel, Zoom, PowerPoint, Trello, and others, to manage, prioritize, and document all interactions and sales processes with customers.
14. Must be willing to work with ReproScan staff to offer outstanding customer service.

**What to Expect:**

1. Learn about the products we manufacture and sell, basics of each department at the office, and basic ultrasound techniques.
2. Attend and help with CE accredited training courses.
3. Attend industry trade shows and conventions.
4. Travel with sales representatives to call on leads and existing accounts.
5. Work with the marketing department on newsletters, advertising, social media, and various other projects.
6. Respond to phone calls and emails from people interested in learning about our products.
7. Plan and execute independent sales calls.

**Working Hours:**

This is a summer intern position. We will work with the individual on dates, but we would like for the internship to be at least 12 weeks. Regular office hours are 8 am to 4 pm, Monday to Friday with some extended hours while traveling. We are closed on statutory holidays.

**What you will gain:**

1. Learn the basics of bovine ultrasound equipment, technique, and benefits.
2. Experience in all the departments and roles in a small business.
3. How to plan and execute a sales trip, as well as basic sales strategies.
4. How to market a product to various demographics.
5. Customer service experience.

**Compensation:**

A compensation package will be negotiated based on the individual's aptitude and relevant experience.

**To Apply:**

Please send cover letter and resume to: Elle Terhaar  
[elle@repro-scan.com](mailto:elle@repro-scan.com)  
515-468-7169

1374 State HWY 92, Winterset, IA 50273

1.877.890.2411 • [www.repro-scan.com](http://www.repro-scan.com)

**S I M P L E • D U R A B L E • A F F O R D A B L E**