



2019 Phibro East Region Summer Intern Proposal

Below is a brief job description, scope of work, time lines, compensation, and potential benefits of implementation.

Desired Candidate:

Third year dairy student with a passion for dairy who is interested in pursuing a career in field sales in animal agriculture.

Job Description / Scope of Work:

- Phibro will educate the intern on immune function, its importance in animal production systems, as well as calcium status at time of calving. Intern will also get an overview of Phibro products and services.
- Track current Phibro trials / field evaluations as directed by local Dairy Technical Specialist (DTS) and provide appropriate feedback.
- Educate producers and influencers on Phibro products.
- Conduct market research on individual producers to determine health program, veterinarian utilized, source of nutrition advice, and other pertinent information.
- Compile gathered information and present findings to Phibro Management at the conclusion of the internship.

Timelines

- Orientation and training will be held in May
- Nine weeks of field activity and market exposure under the direction of the local DTS.
- Estimated total duration of program is 12 weeks, but could vary depending on the candidate's semester schedule and individual circumstances.
- One week of compilation, preparation, and presentation of findings to Phibro Management team in August

Compensation and Expense Reimbursement

- Proposed compensation is \$18/hour. With an assumed 40 hour week, the internship would earn \$7920 of direct compensation.
- Phibro will reimburse the intern for reasonable travel expenses to include meals, hotel accommodations, and other direct expenses incurred.
- The intern will provide their own transportation / vehicle approved by Phibro management and be reimbursed for actual business miles at the prevailing IRS rate. Proof of insurance will be required.

Benefits of the Program

- The intern will benefit from further education in the application of nutrition and science in agricultural production systems, gain valuable work experience and market evaluation expertise.
- Work closely with a seasoned sales professional, acting as a mentor.
- The intern will learn valuable skills including; time management, coordinating own travel arrangements for successful road travel, preparing for sales calls with industry professionals and producers.

Please send resumes to:

Jacob Pieper, Dairy Technical Specialist

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Phibro Animal Health Corporation, NJ.

Key dairy products include; OmniGen, Animate, Cellerate, Procreatin 7, Safmannan, BioSaf and AB20.

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