

Sales Student Intern

The Reynolds Farm Equipment Sales Internship gives you the ability to learn and grow in several areas of our Sales Department. Training will be provided in areas such as AMS, Lawn and Garden/Ag/Special Heavy Machine Equipment, Technology, Parts/Service/Product Knowledge, and general dealership experience. This internship provides an excellent base for a career in Ag Sales, Lawn and Garden Sales, CWP Sales, or Agriculture Business. The Sales Intern assists and supports all personnel to be as efficient as possible by providing clear communication and following through with tasks. The Sales Intern must practice confidentiality both in and out of dealership and maintain a positive attitude while working to improve teamwork between all dealership personnel. Most importantly, perform all duties with honesty, integrity, and adherence to Corporate Values.

Reynolds' Values:

- **Embrace progress towards a great Reynolds Experience:** Challenge yourself every day to create a great Reynolds Experience for customers, our fellow team members, and our community. Grow relationships and trust that are unrivaled in the industry.
- **Choose to have a positive approach to making ourselves better every day:** Get excited and have a desire to expand your knowledge and provide greater value to customers, our company, and our teammates.
- **Make Decisions Like an owner:** Do what's right to build an award-winning, profitable company. You are never wrong to do the right thing!

Responsibilities:

- A project, determined by Executive Team, will be required for completion of the internship program
- This is a 12-week internship program
- Develop strong relationships with appropriate individuals in sales, parts, and service departments
- Learn about equipment selling process, defined AORs, product knowledge, and market share
- Follows a defined sales process
- Abide by company data privacy policies and cash/financial handling policies
- Understand the processes and procedures through the differentiation of new and used equipment
- Maintain a positive and professional working relationship with peers, management, and support resources with commitment to teamwork and exemplary customer service
- Oversee or job shadow auction or trade in processes
- Follows all safety rules and regulations in performing tasks in alignment with Reynolds, Federal/State DOL, and OSHA safety protocols and procedures
- Promote and maintain positive attitude by positively affecting customers and employees

Experience, Education, Skills, and Knowledge:

- Proficient ability in data entry/keyboarding skills
- Experience connecting with customers, maintaining professional image, and establishing rapport
- Interest in understanding the basics of the selling process, customer resolutions/strategies, and technology tied to the equipment
- Proficient ability to use standard desktop load applications such as Microsoft Office, email, internet functions,
- Ability to learn how to use company provided computer software-based systems and/or applications
- Ability to work some longer hours and travel to store locations and customers
- Unwavering commitment to confidentiality
- Solid organizational, interpersonal, analytical and communication skills
- Demonstrated ability to manage multiple projects simultaneously with a degree of independence

- Experience analyzing and interpreting basic sales reports and data
- Learn how the unification of communication among all departments in the dealership is essential and valuable
- Thrive in a fast-paced environment while working as a team and independently
- Detail oriented; pay attention to detail and ensure accuracy
- Must maintain good standing in grades/GPA
- Valid Driver's License and reliable transportation is required with verifiable safe driving history

About Reynolds Farm Equipment

Reynolds Farm Equipment is a regional John Deere dealer with retail locations throughout central Indiana. Founded by farming husband and wife A.W. "Mac" and Arline Reynolds in 1955, the family owned and operated company has emerged as a leading, award-winning dealership serving agricultural, residential, commercial, and construction customers in Indiana. Learn more online at www.ReynoldsFarmEquipment.com or visit our careers page to apply for this internship.

About the Reynolds team

With an energetic company culture and a host of benefits, Reynolds Farm Equipment has emerged as an employer of choice for top talent. Here are just a few of the benefits that make us unique among other companies:

- Performance/Goal-based pay structure
- 401K/Roth IRA/Profit Sharing (Must be 21 years of age to participate)
- 90-day reviews to fuel performance and continuous learning
- Work gear discounts
- Fun, team-based environment
- Voted by employees as Indianapolis Top Workplaces six years running
- North American Farm Equipment Dealer of the Year by Farm Equipment Magazine (2020)

