Internship Program

Stewart-Peterson is seeking qualified interns for the summer.

Paid internship program/part-time or full-time. You will work in a professional environment, learning key agribusiness areas. We work with you to tailor internship duties around your interests.

As a market advisory firm with a wide range of services, we can offer many opportunities to gain experience and exposure in the business world. In addition, our culture fosters idea-sharing and innovative thinking. Ideas and thoughts presented by interns are given as much attention as those from our most seasoned employees. Opportunities lie in the areas of:

Sales

- Exposure to our salespeople, and the various approaches they use
- Hands-on work within different team settings, that provides a high level of customer service
- Visiting with prospects about the markets, their strengths and constraints in becoming effective marketers

Marketing and Public Relations

- Access to our marketing and branding efforts – what has been effective, and why
- Exposure to behind-the-scenes efforts in developing services offered by Stewart-Peterson, and how each may fit various customers' needs

Commodity Marketing Research

- Access to the various resources available, and experience in weighing the information from these sources
- Real-life opportunities to interpret various charting methods and what they mean
- Opportunities to customize various marketing strategies
- Hands-on research opportunities (historical prices, performance of our recommendations, etc.)

Trading

- Walk through the process of opening a hedge account
- Provide information that is important to our customers
- Accept orders from customers
- Place orders using our electronic order entry system
- Take part in all parts of a transaction, from the moment it is accepted from the customer through the phone call to the customer that informs the customer of the fill price
- Experience the difference between outlook-based recommendations and strategy-based recommendations

Communication and Consulting

- Become part of a company culture that fosters trust, communication, idea-sharing and internal support
- Work side-by-side with our Senior Market Advisors
- Experience different advisors' outlooks, recommendations and strategies
- Share your own outlooks, recommendations and strategies
- Benefit from the strong relationship between Stewart-Peterson as an Introducing Broker and ADMIS, our clearing firm
- Hands-on experience visiting with prospects concerning their marketing needs
- Hands-on experience visiting with clients concerning their marketing opportunities and risks, specific to that day's market action
- Through discussions, determine what type of service best suits a prospect's needs
- Access to Stewart-Peterson's method of learning about our prospects and their needs, and hands-on experience in using this method; see for yourself how it works

Technology

- Utilize SalesLogix, our Customer Relational Management software, customized specifically for Stewart-Peterson – see how it works through the information you enter, and how you can use it to identify prospects and customers

Regulatory Compliance

- Participate in practices designed to protect our customers and prospects, and see first-hand how it creates a strong relationship with our clearing firm, employees and customers

In today's agricultural economy, business and commodity marketing knowledge are extremely important. An internship at Stewart-Peterson can provide a sound foundation to a career in the agricultural industry in general, and specifically commodity marketing and sales. In addition, an intern who learns and performs well could open doors for a career at Stewart-Peterson.

HOW TO APPLY FOR AN INTERNSHIP:

Interested candidates should send a cover letter and resume to me at: **hr@stewart-peterson.com**