

As a DeLong Co. intern, you will experience a **comprehensive immersion** into all aspects of the industry of your internship. Whether you work with our agronomy, seed, grain operations or grain merchandising teams - your time in our program will include a unique, hands-on work experience. Our diverse operations will broaden your view of traditional grain and agronomy services.

Agronomy/Seed Intern

Topics Covered:

- Seed Division Operations
- Warehouse Tasks
- Seed Treatments
- Product Delivery
- Signing Fields
- Planting Plots
- Scouting Plots and Customer Fields
- Summer-Long Scouting Project (communicate weekly with agronomists, build presentation to be presented to management group)
- Communicate Weekly to Sales Team
- Precision Agriculture
- Nutrient Management Plans
- Granular Nitrogen
- Drone Deploy
- Field Mapping - RTK
- Variable Rate Recommendations
- Software Training
- Granular Insights
- Connex
- AgVance Suite of Services
- Agronomy Division Operations
- Equipment Maintenance
- Safety
- Logistics
- Liquid and Dry Applications
- Automated Mixing Systems



Grain Operations Intern

Topics Covered:

- Safety
- Grain Grading
- Grain Quality Management
 - Conditioning
 - Aeration
 - Drying
 - Blending
 - Inventory Management
- Facility Grain Flow
 - Grain Movement
 - Grain Handling Equipment
 - Segregation
 - Grain Loading/Unloading
 - Container, Rail, Truck, Vessel
 - Truck Flow
- Facility Maintenance
 - Housekeeping
 - Preventative Maintenance
 - Inspections
 - Capital Projects
- Employee Management
 - Leadership
 - Communicate with All Employees
 - Responsibilities/Priorities



Grain Merchandising Intern

Topics Covered:

- Merchandising/Origination
 - Contracting
 - Managing Trading Positions
 - Customer Maintenance
 - CRM Software
 - Hedging
 - Arbitrage
- Specialty Programs
 - Organic, Non-GMO, IP Marketing
 - Premiums
 - Non-Hedged Commodity Risk Mngmt
 - Compliance (NOP, Non-GMO Project, GMP+, SQF)
 - New Market Development
- Grain Accounting
 - Accounting Software
 - Customer Account Review
 - Grain Reports
- Grain Exports
 - Markets
 - Container Logistics
- Logistics
 - Shipping/Receiving Lanes
 - Truck/Rail/Barge
 - Transportation Rates
 - Scheduling
- Risk Management
 - Managing Risk
 - Hedge Position Report
 - Reconciling
 - Audit/Risk Mitigation Procedures

We're on the
lookout for
GREAT
individuals!

Our Vision

WE CULTIVATE PROSPERITY

Our Mission

We are a multigenerational, family-owned business that provides innovative, value-based solutions in today's dynamic environment. Employees are empowered to build strong relationships, manage risk, and create timely solutions that foster long-term success for our customers. Ownership is actively involved in the business, allowing us to adapt quickly and capitalize on opportunities.

Our Values



INTEGRITY

We tell the truth, keep our word and treat others with fairness and respect. Integrity is our most cherished asset and must not be compromised.



FAMILY

We treat everyone like family, which means providing opportunities while holding high expectations.



INNOVATION

We invent and develop breakthrough solutions. Our entrepreneurial spirit drives us to be bold and flexible in solving problems, establishing world-class practices and adopting advanced technologies.



GROWTH

We create opportunities for sustained improvement, development and profitability.



QUALITY

We deliver value by maintaining and demanding a high quality standard—from our owners, our employees and the products and services we put our name behind.

Let's Talk!

Details

Compensation:

The DeLong Co., Inc. pays a competitive wage for interns and new hire trainees.

Qualifications

Education:

Recently achieved or currently working toward a Bachelor's Degree, preferably in Finance, Ag Business, Agronomy, Ag Engineering or other related field.

Experience:

Agricultural or farming experience is a plus, but not required to apply.

Skills:

Strong communication and organizational skills are necessary. Candidates should be driven for success.

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Apply Today!**



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INTERNSHIP PROGRAM



The DeLong Co., Inc.