

# COLE STEINERT

Cell: 620-639-1161    Email: [ccsteinert@gmail.com](mailto:ccsteinert@gmail.com)    Linked In: Cole-Steinert

---

**EDUCATION**      **Bachelor's Degree in Agribusiness**      August 2021- May 2025  
Kansas State University      Manhattan, KS

**Professional Strategic Selling Certificate**      May 2024 - May 2025  
Kansas State University      Manhattan, KS

## WORK EXPERIENCE

**Viterra**      Huntley, MT  
Commercial Merchandising Intern      May 2024 – August 2024

- Communicated with multiple customers daily via phone or farm visits and satisfied their needs to the best of my ability
- Developed a strong understanding of the commodity markets and monitored them in order to communicate results to customers
- Quoted/negotiated commodity prices with producers, created contracts and followed up with the legal paperwork and mailing.
- Learned various types of contracts and communicated them to producers in order to help them market their grain in the most profitable manner
- Developed great knowledge about my location's operations system, strengths, competitive advantage, and the overall grain industry
- Utilized mental math skills and market vocabulary to effectively communicate with other merchandisers

**Innovative Livestock Services**      Great Bend, KS  
Agronomy Intern      May 2022- August 2022

- Scouted circles of corn, beans, and alfalfa weekly and wrote crop reports on each field
- Utilized Microsoft Excel skills to organize inventory information and various other categories as needed
- Engaged in team meetings throughout the week and helped formulate a plan to resolve or prevent problems
- Maintained and repaired irrigation pivots over a wide range of acres to ensure effective watering

**Farm/Ranch Hand**      Barton County, KS  
Demel Farms      June 2018- August 2023  
Schreiber Angus      As Needed

- Operated and maintained heavy machinery while working ground, cutting hay, and helping with harvest
- Performed various hard labor farm duties including cleaning bins, repairing fence, spraying thistle, amongst other miscellaneous duties as assigned
- Assisted in maintaining cattle herds by feeding and checking cattle, administering medication, and freeze branding
- Demonstrated excellent communication skills and responsibility by receiving and executing daily tasks independently
- Proved outstanding interpersonal skills by establishing solid working relationships with coworkers and other members of the farming community

