

ALEXANDER WHITE

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OBJECTIVE

To obtain a full time career position in sales with Fresh Express

EDUCATION

CALIFORNIA POLYTECHNIC STATE UNIVERSITY, SAN LUIS OBISPO

Bachelor of Science in **Crop Science**, June 2008

Minor: Plant Protection

- Worked up to 40 hours per week while attending school full-time
- PCA exam ready

Relevant Coursework:

Communication, Leadership & Mgmt. Skills for Agribusiness

Managing Cultural Diversity in Agricultural Labor Relations

Presentation Methods in Agricultural Communication

Food & Fiber Marketing

Fertilizers & Plant Nutrition

Irrigation Water Management

Soil Science

Entomology

Weed Science

EXPERIENCE

Western Farm Service

Santa Maria, California

October 2007-May 2008

Field Scout

- Administered crop monitoring programs for several different crop cultivars
- Utilized Adcon telemetry systems and Farm Works GPS equipment; formally trained on both
- Assisted multiple Pest Control Advisors with field scouting
- Performed plant and soil nutrient sampling for crop monitoring programs

Dow AgroSciences

California Territory

Summer 2007

Intern

- Designed and evaluated new chemistry trials with growers statewide
- Directly interacted with clients, product specialists and agronomy consultants
- Assisted with public relations and marketing for multiple field days and special events

Lackley Seed Company

Paso Robles, California

June 2006-May 2007

Assistant Agronomist

- Established new grower relationships and assisted in the negotiation of contacts
- Coordinated pesticide applications based on weekly field monitoring
- Developed nutrient management programs that helped quantify yields
- Evaluated trials to enable the assessment of field performance
- Monitored OSHA approved safety program and ensured employee compliance

COMPUTER SKILLS

- Microsoft Office 2007 (Word, Excel, PowerPoint, Access, Outlook, Publisher) 70 WPM
- Farm Works (GPS software)
- CDMS software