MWI Veterinary Supply is an international animal health products supplier for veterinarians. The company is based in Boise, Idaho and distributes over 10,000 products to over 350 vendors throughout the US and the UK.

Lindsey Dodgen
Summer 2014 internship

• Training in the middle of May
• Meeting and riding with outside sales representatives
• E-commerce training and support for vet clinics
Intern Training

• Very fast paced and high impact. The week of provided training was like trying to drink from a fire hydrant. Very helpful but somewhat difficult to retain everything that we needed to remember for the duration of the internship.
Outside Sales Rep Ride Along

• Rode with the three reps (OSRs) that were responsible for covering the Houston area. This was my chance to observe first hand how business was conducted between MWI employees and MWI clients.
This ended up being the main job during my internship. Each OSR was responsible for sending me to certain clinics to work with them on fully utilizing the different e-commerce features available to them through mwivet.com. Through this I really got to see the difference between early adopters through laggards.
As a side note, MWI was nice enough to let me fulfill a prior family commitment that I had during the internship. This allowed me to spend a week with my family during June in Alaska.
Academic Preparation

- Like most returning interns say, AGEC 315 was a huge asset to my success during my internship. Other helpful classes were AGEC 415 and 314 as well as NAMA.
Supportive Courses

• Classes that I think would have been helpful were ANSC 107/108 and 210. These classes would have given me a general base knowledge about how the vet industry works.
Challenges

• This internship was definitely very self directed and required me to be self sufficient. There was very little contact and direction so I had to step up to make decisions for myself as far as what I would do day to day.
Lessons Learned

• This was most definitely a summer of learning. I had no veterinary experience going into this internship this summer and I learned more than I ever thought possible. I learned many things about the vet industry as well as about myself after working in such a self directed manner all summer.
Overview

• Overall, I would consider this internship highly successful and would say that it did nothing but reaffirm my desire to go into the animal health industry. One of my favorite parts about this industry is the number of Aggies I came into contact with. MWI is a wonderful company that truly cares for and values their employees and I would love to go to work for them upon graduation.
Questions?