

CERSA Internship Program Brief 2023

Time of Program: mid-May 2023- mid-August 2023

Submitted by: ADAMA (d/b/a Makhteshim Agan of North America)

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Location: Hybrid

Travel: No travel is expected.

Brief Description of Company/Agency:

ADAMA is a manufacturer and distributor of crop protection solutions in the United States. The portfolio consists of more than 85 individual active ingredients and 225+ end use products (fungicides, herbicides, insecticides and plant growth regulators) that contain those a.i.'s, either as solo formulations or in combination. While ADAMA is the basic manufacturer of several of these a.i.'s, the majority are off-patent and the company has developed either "me-too" or unique end-use formulations containing these a.i.'s, either solo or in combination, to provide differentiated solutions to growers.

Internship Program Description:

The intern will investigate current company product registrations vs. key market players, identifying opportunities where product registrations can be leveraged to ensure competitive positioning. This includes researching US EPA's and Canada's PMRA regulatory requirements and scientific assessments to make a recommendation on filling the gaps in ADAMA's product portfolio. This analysis will also require comparing individual product attributes against a sustainability index to ensure future solutions are sustainable for the company and its customers.

The in-depth analysis includes comparing ADAMA product labels to similar key registered labels in the market, as well as researching new products/new uses that are pending EPA registration. ADAMA's products to be included in this analysis will be given in advance and prioritized.

Once the gaps are identified, an overall plan will be developed to assess the work that needs to be done to fill the gaps and develop a regulatory strategy to achieve registration. Developing the regulatory strategy will require interaction and collaboration with ADAMA commercial business and product development functions, under the guidance of a regulatory team member.

Upon completion, the intern will present the outcome of this comprehensive analysis and make recommendations for achieving the registrations to fill the identified gaps while delivering robust sustainable solutions.

Outcomes from this Opportunity will include:

The student will become immersed in understanding a company's product registrations and underlying processes. He/she will engage collaboratively within the company at the local, regional and global levels in the development of regulatory strategies and will gain exposure to the partnership between the Regulatory and Commercial teams in implementing strategies to achieve business success. In the process, the student will have the opportunity to refine his/her communication and presentation skills, as well as experience working in a professional environment.