

# Careers in Weed Science

Caren Schmidt: Regional Sales Manager at BASF

## Primary duties

Develop and grow the greenhouse / nursery business by managing a team of dedicated greenhouse/nursery field sales reps and managing distribution and national end-user accounts.

## How did you begin working in Weed Science?

The weed science lab had a job opening during my last year in college, so I worked for one semester. The graduate student that I worked for got a job at BASF and hired me as a research assistant. It was all very serendipitous.

## What do you love about your job?

I love managing a team of people and learning customers' needs and providing solutions.

## What is exciting about the future of weed science?

There are so many opportunities, both public and private, national and international, for a fulfilling career in weed science!

## Imparting wisdom

I wish I knew of all the career opportunities, outside of University professor or an industry R&D weed scientist.

Network, get involved in professional societies, ask questions of other students and more experienced professionals, get a mentor(s).

## Involvement in Professional Societies

Northeastern Weed Science Society: Graduate Student Rep, Sustaining Membership Chair, President-Elect - Vice-President - President

North Carolina State University College of Sciences: Foundation Board Member

BASF RTP Diversity & Inclusion Council: 2-yr Chair, 1-yr member

Weed Science Society of America Public Awareness Committee: 1-yr Chair; 2-yr member



## Education

B.S. 1997 Michigan State University  
*AgriScience*

M.S. 2001 North Carolina State University  
*Horticultural Science/Weed Science*

Ph.D. 2005 North Carolina State University  
*Horticultural Science/Weed Science*

## Path to Current Job

BASF - Agricultural Solutions:

Regional Sales Manager -

Greenhouse/Nursery (2019-2021)

R&D Group Leader - Field Manager (2017-2019)

US Crop Technical Market Manager -  
Fungicides / Herbicides (2012-2017)

US Crop Technical Service Rep - MI/OH (2009-2012)

R&D - Herbicide Project Lead (2006-2009)

R&D - Herbicide Project research assistant  
(1997-1999)

## Other interests?

Seeing live music.

**If you are interested to connect with Caren**

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