

• TOP AGRICULTURAL CAREERS IN •

# AG SALES

AgCareers.com developed career profiles for high demand jobs in the agricultural industry. These career profiles are a helpful resource for students and job seekers to explore new roles in the industry, as well as for career educators.

## Pricing Coordinator

### JOB OVERVIEW

- Act as a conduit between commodity traders, commodity markets & company administration
- Ensure accurate pricing for goods & services is provided to purchasing & sales staff
- Monitor third party vendor relationships for competitor monitoring & consumer research
- Review costs to lessen price discrepancies

### JOB OUTLOOK



### EDUCATION NEEDED

Associate's or Bachelor's degree in agribusiness, finance, or accounting

### RECOMMENDED H.S. COURSES

Ag education, Spanish, mathematics, personal finance

### TYPICAL EMPLOYERS

Larger agricultural companies that sell products or services & need pricing decisions to drive & monitor sales

## Procurement Specialist

### JOB OVERVIEW

- Find goods or services for a business at a good price that meets their needs
- Review planned orders, create requisitions for purchased items & manage approval processes
- Transmit & prioritize approved purchase orders to the chosen supplier
- Negotiate contracts, agreements, and pricing with suppliers

### JOB OUTLOOK



### EDUCATION NEEDED

Bachelor's in agribusiness; Certified Procurement Professional (CPP) certification recommended

### RECOMMENDED H.S. COURSES

Ag education, business & computer courses, statistics, mathematics

### TYPICAL EMPLOYERS

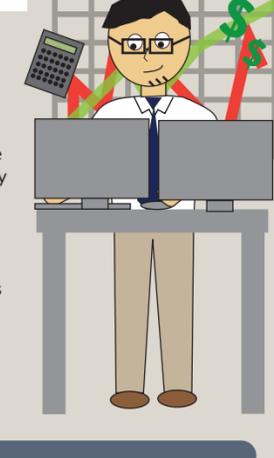
Seed & chemical companies, food production & animal production companies, grain marketing firms

## Purchasing Analyst

### JOB OVERVIEW

- Look at market outlooks & determine when & what to buy when contracting with vendors, ordering supplies, or making a large investment in a product/technology
- Research product comparisons & prices
- Determine cost-effectiveness & price history to determine if time is right for purchasing
- Purchase needed equipment from the most cost-effective supplier

### JOB OUTLOOK



### EDUCATION NEEDED

Associate's or Bachelor's in agribusiness, finance, or accounting

### RECOMMENDED H.S. COURSES

Ag education, business & computer courses, mathematics

### TYPICAL EMPLOYERS

Ag companies that produce a product for retail to determine feasibility of purchasing various products/ services

## Real Estate Manager

### JOB OVERVIEW

- Oversee & support a company or business's real estate strategies by managing all aspects of real estate transactions
- Assist with mergers, acquisitions, divestitures & leasing
- Provide real estate-related consultation & coordinate the processes for acquiring & developing land
- Be responsible for lease administration

### JOB OUTLOOK



### EDUCATION NEEDED

Bachelor's in agribusiness, economics or related field

### RECOMMENDED H.S. COURSES

Ag education, advanced mathematics, personal finance & business courses

### TYPICAL EMPLOYERS

Medium to large-scale agricultural businesses & agricultural lending organizations

## Retail Branch Manager

### JOB OVERVIEW

- Oversee daily operations of a retail store including inventory, personnel, sales & finances
- Handle merchandising, budgeting, credit control, accounting & expense control
- Employ, train, develop, supervise & terminate personnel
- Provide quality service
- Operate the business for adequate ROI to remain financially sound

### JOB OUTLOOK



### EDUCATION NEEDED

Bachelor's degree in agribusiness or marketing

### RECOMMENDED H.S. COURSES

Ag education, business & computer courses, mathematics

### TYPICAL EMPLOYERS

Companies with retail locations, or you may independently own & operate a retail location

## Risk Management Manager

### JOB OVERVIEW

- Manage risk for producers by identifying, measuring & advising regarding decisions on financial risk
- Find strategies to reduce price risk on agricultural commodities
- View impact that pests, diseases, ecological factors & others could have on crop production
- Conduct economic impact studies to look at the long and short-term impact on policies being considered

### JOB OUTLOOK



### EDUCATION NEEDED

Bachelor's or Master's degree in agribusiness, finance, accounting, or risk management

### RECOMMENDED H.S. COURSES

Ag education, math, statistics, accounting, and business courses

### TYPICAL EMPLOYERS

Agricultural marketing groups, banks, grain merchandisers, or consulting firms; may be self-employed

## Sales Trainer

### JOB OVERVIEW

- Plan, develop, implement & evaluate training & development programs for company sales staff
- Analyze training needs to ensure objectives & goals are met
- Evaluate effectiveness of training programs
- Assist in the recruitment, development, utilization & retention of workforce

### JOB OUTLOOK



### EDUCATION NEEDED

Bachelor's degree in human resources, agricultural education, agribusiness or related degree

### RECOMMENDED H.S. COURSES

Ag education, biology, mathematics, business & computer courses

### TYPICAL EMPLOYERS

Companies that employ large sales staffs; some may be self-employed and contract with companies

## Brand Manager

### JOB OVERVIEW

- Utilize market research & analysis of specific products for promotion to ensure sales targets
- Manage brand from idea to execution
- Drive new product innovation & line extensions for the brand
- Liaise with internal & external sales, operations, finance & communications teams
- Contribute to larger digital strategy

### JOB OUTLOOK



### EDUCATION NEEDED

Bachelor's or Master's in marketing, or pertinent agricultural field

### RECOMMENDED H.S. COURSES

Ag education, English, business & computer courses, mathematics

### TYPICAL EMPLOYERS

Medium to large-scale agricultural companies, advertising or marketing agencies

## Produce Buyer

### JOB OVERVIEW

- Purchase produce to be made into other products or resale in a retail environment
- Manage sourcing strategy, including contract & negotiation decisions
- Negotiate raw product contracts with growers & brokers based on quality parameters
- Travel to grower fields to monitor progress of contracted crops

### JOB OUTLOOK



### EDUCATION NEEDED

Bachelor's degree in agribusiness, supply chain management, marketing, horticulture, or related field

### RECOMMENDED H.S. COURSES

Ag education, statistics, business, mathematics

### TYPICAL EMPLOYERS

Restaurant chains, grocery stores, food service providers, or food production companies

## Food Chain Outreach Coordinator

### JOB OVERVIEW

- Strategize collaborative relationships with food companies to secure positions of choice & access within animal production
- Position products & platforms with targeted accounts
- Implement strategic account management processes within food chain accounts
- Cultivate strong relationships with retailers & foodservice companies

### JOB OUTLOOK



### EDUCATION NEEDED

Bachelor's in agribusiness or business

### RECOMMENDED H.S. COURSES

Ag education, business & computer courses, accounting, mathematics

### TYPICAL EMPLOYERS

Large food companies that sell & position their own products to major retailers

**PROFESSIONALS IN AG SALES CAN EXPECT TO EARN AN AVERAGE OF \$72,500 PER YEAR**