

GRAIN, FEED & MILLING

AgCareers.com has identified 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.

Cotton Gin Manager

JOB OVERVIEW

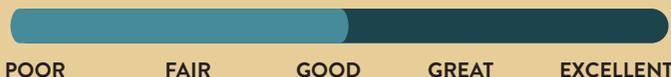
Oversee ginning operations, equipment upkeep, and maintenance

Oversee logistics with USDA Cotton Classing offices and cotton producers

Transport harvested cotton from field to gin

Market and facilitate sales and shipment of cotton bales with brokers

JOB OUTLOOK



EDUCATION NEEDED

High school diploma required; associate's degree in relevant field such as ag mechanics, engineering, business or marketing preferred

RECOMMENDED H.S. COURSES

Ag education, physics, mechanics, accounting, computer courses, mathematics

TYPICAL EMPLOYERS

Private or cooperative gins in all cotton-producing states

Feed Mill Manager

JOB OVERVIEW

Oversee the production, quality, costs and safety of a feed mill that produces feed for animals

Review production records and schedule feed production

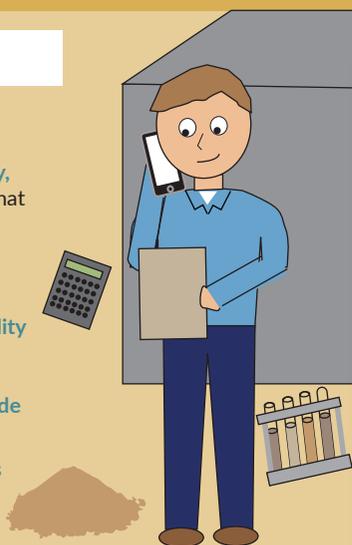
Test and review feed/grain quality

Evaluate operating procedures

Train new employees and provide development opportunities

Set quality assurance standards

JOB OUTLOOK



EDUCATION NEEDED

Bachelor's degree in agriculture, animal science, poultry science, or feed mill management

RECOMMENDED H.S. COURSES

Ag education, business, mathematics, chemistry

TYPICAL EMPLOYERS

Local cooperatives, independently-owned feed mills, animal nutrition companies, pet food companies, feed lots

Feed Mill Operator

JOB OVERVIEW

Store, mix, bag, load, and deliver feed for cattle, hogs, or poultry

Ensure mill is kept clean and monthly routine preventative maintenance is completed

Assist in maximizing the efficiency of the mill and work with employees to identify any issues needing attention

Receive ingredients into the mill and conduct grading

Ensure safety at all times

JOB OUTLOOK



EDUCATION NEEDED

Bachelor's degree in feed/grain science or an animal agriculture related field

RECOMMENDED H.S. COURSES

Ag education, physics, mathematics

TYPICAL EMPLOYERS

Independent feed mills or animal production companies that own their own mills

Grain Buyer

JOB OVERVIEW

Build relationships with producers and purchase their grain at a fair price

Write contracts and negotiate purchase agreements

Source protein meals, screenings, mill feeds and other ingredients as needed from local producers

Issue purchase orders & invoices for farmer suppliers

Perform USDA grain grading

JOB OUTLOOK



EDUCATION NEEDED

Associate's degree or higher in agricultural business or agricultural marketing

RECOMMENDED H.S. COURSES

Ag education, business, computer courses and mathematics

TYPICAL EMPLOYERS

Grain elevators, food production companies, animal nutrition companies, and bioenergy companies

Grain Marketing Specialist

JOB OVERVIEW

Manage inbound inventory and marketing grain procurement services offered by your company to producers, agents, and other customers

Buy grain in & out of your designated trade area

Create, adjust, and manage strong sales plans and provide pricing contract administration

Provide excellent customer service to producers

JOB OUTLOOK



EDUCATION NEEDED

Bachelor's degree in agribusiness, marketing, agricultural economics, logistics, or agronomy

RECOMMENDED H.S. COURSES

Ag education, biology, business and computer courses, mathematics

TYPICAL EMPLOYERS

Grain companies, elevators and cooperatives, ag risk management programs, commodity marketers

PROFESSIONALS IN GRAIN, FEED & MILLING CAN EXPECT TO EARN

AN AVERAGE OF \$66,800 PER YEAR