

AG TRANSPORT

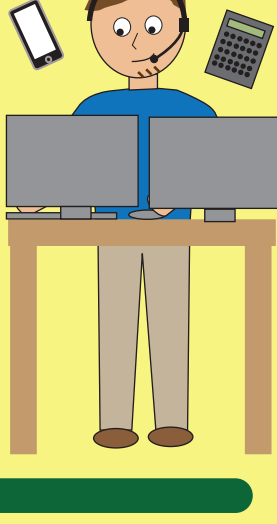
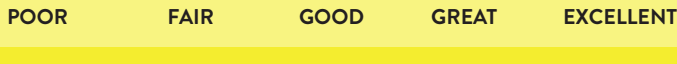
AgCareers.com developed career profiles for high demand jobs in the agricultural industry. These career profiles are a helpful resource for students and job seekers to explore new roles in the industry, as well as for career educators.

Dispatcher

JOB OVERVIEW

- Coordinate product shipments & transfers by combining aspects of logistics & customer service
- Accept calls from sales staff, customers & other locations for order of materials
- Take, process & prepare orders for pickup or delivery
- Contact trucking companies to coordinate shipments
- Track & report all shipments

JOB OUTLOOK



EDUCATION NEEDED

High school diploma, but an Associate's degree in ag business would be helpful

RECOMMENDED H.S. COURSES

Ag education, mathematics, computer and business courses

TYPICAL EMPLOYERS

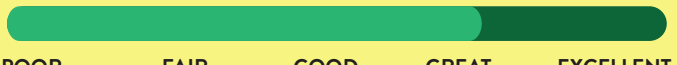
Agricultural retailers, cooperatives, animal production companies, feed mills, logistics companies, and other transport businesses

Export Documentation Specialist

JOB OVERVIEW

- Support export activities including oversight of commercial documents in accordance with export and record-keeping
- Prepare & audit export documentation for vessel shipments & settlements
- Process commercial invoice documents by validating data integrity & accuracy
- Ensure compliance with export laws and regulations

JOB OUTLOOK



EDUCATION NEEDED

Bachelor's in Logistics, International Studies, or Agricultural Business

RECOMMENDED H.S. COURSES

Ag education, business and computer courses, personal finance, foreign language, mathematics

TYPICAL EMPLOYERS

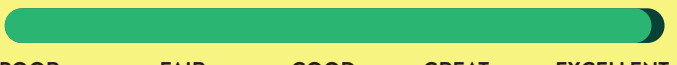
Agricultural companies that export to other countries, banks, freight forwarders & government agencies

Export Sales Manager

JOB OVERVIEW

- Serve as an intermediary between foreign buyers and domestic sellers
- Locate international buyers for domestic product manufacturers
- Meet with clients to support & grow sales volumes & provide leadership & customer service
- Negotiate & monitor export rates & services to reduce operating costs & increase profitability

JOB OUTLOOK



EDUCATION NEEDED

Bachelor's or Master's in Agricultural Economics, Business, International Business, or Marketing

RECOMMENDED H.S. COURSES

Ag education, business, accounting, computer courses, mathematics, foreign languages

TYPICAL EMPLOYERS

Food production companies, commodity buyers and suppliers

Fleet Manager

JOB OVERVIEW

- Manage a fleet of vehicles that are used by company employees
- Schedule use of fleet assets in the most cost-effective manner
- Communicate with drivers & mechanics about any complaints
- Monitor purchases of inventory parts
- Manage records of all aspects of equipment availability and maintenance

JOB OUTLOOK



EDUCATION NEEDED

Associate's degree, preferably in an automotive field

RECOMMENDED H.S. COURSES

Ag education, business and computer courses, mathematics, personal finance

TYPICAL EMPLOYERS

Companies that provide and maintain vehicles employees use, most commonly chemical, seed, and animal production

Port Terminal Manager

JOB OVERVIEW

- Plan, administer & review the operations on a port terminal
- Optimize resource usage, minimize costs & maintain quality standards
- Handle coordination with rail carriers on delivery of product
- Manage vessel tug, barge switching, and fleeting operations
- Monitor computerized automation systems to ensure that all equipment is operational

JOB OUTLOOK



EDUCATION NEEDED

Bachelor's in engineering, logistics, or business

RECOMMENDED H.S. COURSES

Ag education, computer and business courses, physics, mathematics

TYPICAL EMPLOYERS

Companies or government agencies that ship products internationally or domestically

Shipping Coordinator

JOB OVERVIEW

- Manage key relationships and negotiate freight rates with shipping merchants and traders
- Execute stevedoring activities
- Supervise loading & unloading of shipping vessels
- Review orders & available inventory, process order changes/cancellations
- Determine most efficient & economical methods of shipping

JOB OUTLOOK



EDUCATION NEEDED

High school diploma, but at least an Associate's degree in logistics is preferred

RECOMMENDED H.S. COURSES

Ag education, business and computer courses, personal finance, foreign language, mathematics

TYPICAL EMPLOYERS

Medium to large scale agricultural companies that regularly ship & receive goods & products

Supply Chain Manager

JOB OVERVIEW

- Manage goods, materials, services and/or equipment of either a division or the entire company
- Ensure demand & inventory targets are met by working with operations and supply planning
- Undertake major contract negotiations within the approved pricing policy & establish service programs to match company requirements
- Audit supply companies

JOB OUTLOOK



EDUCATION NEEDED

Bachelor's in supply chain management or related field; MBA also recommended

RECOMMENDED H.S. COURSES

Ag education, statistics, business, mathematics

TYPICAL EMPLOYERS

Ag companies that produce products in mass quantities (seed, chemical, animal pharmaceutical, food, etc.)

Inventory/Stock Specialist

JOB OVERVIEW

- Report & manage physical and book value stock on hand
- Ensure that stock figures received are inputted into the company's system to guarantee current stock
- Record inventory movement and assign associated value
- Ensure that appropriate checks are in place for the payment of storage & handling fees
- Work closely with logistics, warehouse, & purchasing

JOB OUTLOOK



EDUCATION NEEDED

High school diploma or Associate's degree in ag business or supply chain management

RECOMMENDED H.S. COURSES

Ag education, business and computer courses, mathematics

TYPICAL EMPLOYERS

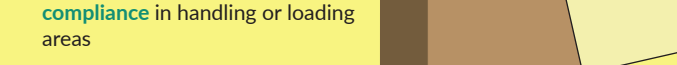
Variety of agricultural companies that sell/distributes products & needs tracking on them

Weighbridge/Receivables Associate

JOB OVERVIEW

- Handle receivables using electronic data capture systems to weigh & handle products delivered
- Spot, connect, load & unload railcars, bulk containers, tank trucks, etc.
- Control & adjust the operation of equipment
- Ensure safety & regulatory compliance in handling or loading areas

JOB OUTLOOK



EDUCATION NEEDED

High school diploma

RECOMMENDED H.S. COURSES

Ag education, business and computer courses, economics, government, geography, mathematics

TYPICAL EMPLOYERS

Agricultural production companies, crop protection companies, food production companies, cooperatives

PROFESSIONALS IN AG TRANSPORTATION CAN EXPECT TO EARN AN AVERAGE OF \$59,600 PER YEAR