

# AG EQUIPMENT

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.

## Assembly Technician

### JOB OVERVIEW

Assemble parts to the main machine or agricultural equipment while maintaining quality workmanship

Check & double check work & correct any assembly problems

Conduct final functional tests to verify that the assembled unit operates properly & is of high quality

Read & understand blueprints, technical drawings & specifications

### JOB OUTLOOK



### EDUCATION NEEDED

High school diploma; Associate's degree in a power technology field (automotive, agricultural power, diesel) preferred

### RECOMMENDED H.S. COURSES

Ag education, welding, ag mechanics, industrial technology, computer courses, mathematics

### TYPICAL EMPLOYERS

Agricultural equipment or system factories or production plants

## Automation Coordinator/Technician

### JOB OVERVIEW

Install, operate & maintain computer & robotic systems

Ensure machines are properly calibrated

Provide expertise to continue advancement of automated systems throughout the site

Provide troubleshooting & maintenance support for all assigned systems

Provide system operation training on the assigned automation systems

### JOB OUTLOOK



### EDUCATION NEEDED

Bachelor's degree in electrical engineering, electronics technology, bio-engineering, biological sciences or computer science

### RECOMMENDED H.S. COURSES

Ag education, physics, computer courses, mathematics

### TYPICAL EMPLOYERS

Various agricultural and food processing factories and plants

## Heavy Equipment Operator/Forklift Operator

### JOB OVERVIEW

Load & unload goods, products & materials

Pull & stage orders for delivery with extreme accuracy

Verify stock & identify losses; keep inventory of goods loaded and record and sign tallies

Remove, weigh, stretch wrap & record finished pallets

Perform minor repair work as required for efficient loading operations

### JOB OUTLOOK



### EDUCATION NEEDED

High school diploma and forklift certification is required

### RECOMMENDED H.S. COURSES

Ag education, diesel mechanics, industrial tech, mathematics

### TYPICAL EMPLOYERS

Any agricultural organization or business that regularly transports and receives goods

## Parts Manager

### JOB OVERVIEW

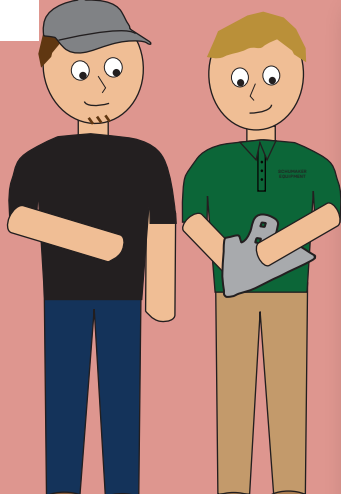
Provide product inventory, warranty & service support to external customers

Develop key relationships with manufacturers to negotiate warranty, product performance & service

Ensure technical information, bulletins, product upgrades & recalls are effectively managed

Set the priorities for service & customer care actions

### JOB OUTLOOK



### EDUCATION NEEDED

Associate's degree in business or mechanical field

### RECOMMENDED H.S. COURSES

Ag education, business, computer courses, mathematics

### TYPICAL EMPLOYERS

Parts retailers, ag equipment dealers, or salvage yards

## Service Writer

### JOB OVERVIEW

Support a service manager & assist in the daily operation of a service department by maintaining records and documentation

Start repair orders, enter tech notes and parts on orders, review for accuracy & obtain service manager approval

Coordinate transportation for equipment coming & going between the dealership & the customer sites

### JOB OUTLOOK



### EDUCATION NEEDED

High school diploma; technical knowledge of agriculture or construction equipment is a plus (may be obtained through an associate's degree)

### RECOMMENDED H.S. COURSES

Ag education, business courses, computer courses, mathematics

### TYPICAL EMPLOYERS

Equipment dealers or other mechanical service providers

## Dealer Services Representative

### JOB OVERVIEW

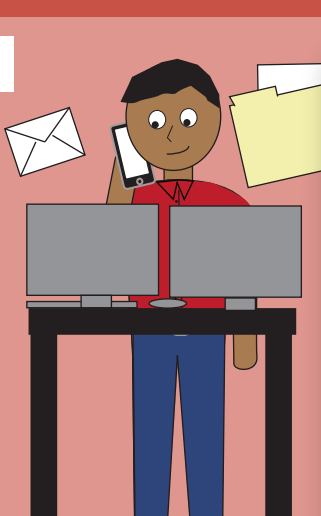
Serve as the primary contact between two companies; support the dealers & find personnel with resources, answers, and information

Provide structured training to dealers and field personnel in using electronic resources

Work with leadership in the development & maintenance of electronic & printed resources

Assist with preparing & distributing dealer mailings

### JOB OUTLOOK



### EDUCATION NEEDED

High school diploma required; associate's degree in business preferred

### RECOMMENDED H.S. COURSES

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

### TYPICAL EMPLOYERS

Companies that have branches that sell their products; could be an equipment dealer, parts retailer, or other

## Sales Rep - Equipment & Ag Systems

### JOB OVERVIEW

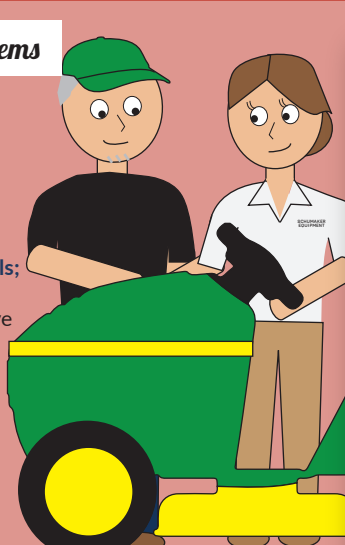
Oversee and optimize retail sales, promotion of products & relationship building in assigned territory

Conduct presentations & sales calls; make recommendations to customers and monitor competitive activities

Provide after sales product follow-ups as well as support equipment operations as needed

Monitor market conditions & changes

### JOB OUTLOOK



### EDUCATION NEEDED

Bachelor's degree in business, agriculture, marketing or ag systems

### RECOMMENDED H.S. COURSES

Ag education, agricultural mechanics, business courses, computer courses & mathematics

### TYPICAL EMPLOYERS

Agricultural equipment or systems manufacturers & dealerships

PROFESSIONALS IN AG EQUIPMENT CAN EXPECT TO EARN  
AN AVERAGE OF \$45,700 PER YEAR