

• 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

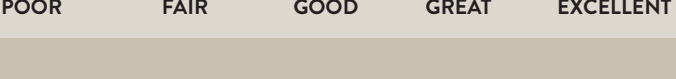
Larger agricultural companies that sell products or services & need pricing decisions to drive & monitor sales

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

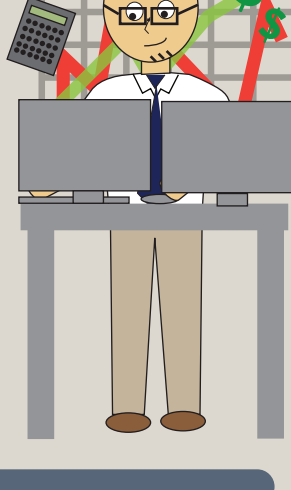
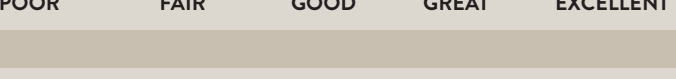
Seed & chemical companies, food production & animal production companies, grain marketing firms

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

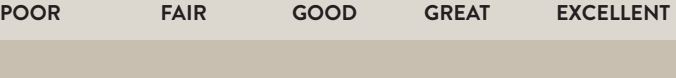
Ag companies that produce a product for retail to determine feasibility of purchasing various products/ services

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

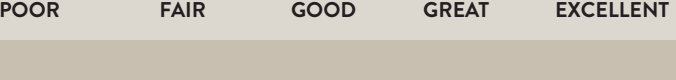
Medium to large-scale agricultural businesses & agricultural lending organizations

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

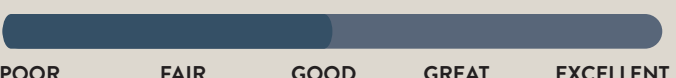
Agricultural marketing groups, banks, grain merchandisers, or consulting firms; may be self-employed

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, business administration, 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