## FOOD AND AGRICULTURAL BUSINESS

### What can I do with this major?

<table>
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<tr>
<th>AREAS</th>
<th>EMPLOYERS</th>
<th>STRATEGIES</th>
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<tbody>
<tr>
<td><strong>FINANCIAL SERVICES AND RELATED AREAS</strong></td>
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<tr>
<td>Banking:</td>
<td>Commercial banks</td>
<td>Take additional courses in statistics, finance, and accounting.</td>
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<tr>
<td>Commercial and Personal Lending</td>
<td>Credit unions</td>
<td>Seek experience in financial areas through part-time employment or internships.</td>
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<tr>
<td>Branch Management</td>
<td>Savings and loans associations</td>
<td>Develop strong communication skills, as many positions require interaction with others and the ability to explain information clearly and concisely.</td>
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<td>Bank Operations</td>
<td>Service banks</td>
<td>Get involved in student professional associations such as the National Agrimarketing Association or other agribusiness clubs.</td>
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<tr>
<td>Commodities (Stocks &amp; Futures)</td>
<td>Mortgage banks</td>
<td>Demonstrate competence in managing money and analyzing data. Serve as a treasurer for a student organization.</td>
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<td>Insurance:</td>
<td>Purchasing/supply firms</td>
<td>Stay up to date on local, national, and global economic trends.</td>
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<td>Sales</td>
<td>Farm cooperative services</td>
<td>Research and contact major and/or local financial and banking institutions that specialize in the agricultural market.</td>
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<td>Claims Analysis</td>
<td>Real estate brokers</td>
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<td>Underwriting</td>
<td>Agricultural commodity organizations</td>
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<tr>
<td>Risk Management</td>
<td>Insurance companies</td>
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<td>Real Estate:</td>
<td>Appraisal firms</td>
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<tr>
<td>Residential Brokerage</td>
<td>Developers</td>
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<td>Commercial Sales</td>
<td>Large corporations: real estate departments</td>
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<tr>
<td>Appraisal</td>
<td>Real estate investment trusts</td>
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<tr>
<td>Property Management</td>
<td>Law firms</td>
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<td>Real Estate Portfolio Management</td>
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| **MARKETING AND RELATED AREAS** | | |
| Agricultural Marketing | Agribusinesses | Gain experience with retailers in the agricultural industry and other agribusinesses through internships or summer and part-time jobs. |
| Customer Relations | Production industries | Develop strong interpersonal skills and the ability to relate well with a wide variety of people. |
| Logistics | Food retailers and wholesalers | Initiative, sales ability, and excellent customer service skills are also important in this area. |
| Outside Sales | Food processors | Get involved in campus organizations such as the National Agrimarketing Association and seek leadership roles. |
| Retail Sales | Manufacturers of farm input supplies | | |
| | Farm equipment manufacturers | | |
| | Market analysis firms | | |
| | Insurance firms | | |
### Areas

**Employers**

- Agribusinesses
- Farm input supply businesses
- Commodity processors
- Landscape design and maintenance firms
- Production industries
- Feedlot operations
- Feed and seed companies
- Food wholesalers and retailers (grocery stores)
- Farmers cooperatives
- Gas, electric, and water distributors
- Retailers outside of agriculture

**Strategies**

- Get involved in professional organizations such as the Institute of Food Technologists or International Food and Agribusiness Management Association.
- Pursue experiences with management companies through part-time employment, internships, or co-ops.
- Develop skills in decision-making and policy analysis along with excellent verbal and written communication skills.
- Stay up to date on local, national, and global economic trends.
- Research and build contacts at management organizations that specialize in agriculture.
- Prepare to start in entry-level management trainee positions.

### Agricultural Equipment Systems

**Management**

- Purchasing/Buying
- Dealership Management
- Customer Relations
- Wholesale and Retail Sales
- Environmental Technology
- Farm Supply Management
- Logistics
- Training

**Employers**

- Agricultural support companies
- Agricultural machinery manufacturers
- Machinery dealerships
- Machinery service companies
- Landscape development and maintenance industry
- Farm input supply businesses
- Farm and garden supply stores
- Wholesale distributors
- Logistics firms

**Strategies**

- Develop awareness and understanding of the farm machinery and equipment market, both nationally and internationally.
- Research the development of basic and advanced farm and agricultural equipment.
- Obtain retail and/or wholesale sales experience, preferably in the field of agriculture or farm supply companies.
- Get involved in related student organizations.
- Develop strong interpersonal and communication skills, especially for sales-related positions.
## AREAS

### RURAL DEVELOPMENT/RESOURCE ECONOMICS
- Land Management
- Environmental Resource Management
- Rural Economic Development
- Rural Planning
- Timberland Economy
- County Planning
- Policy Analysis

### GOVERNMENT/NONPROFIT
- State and Federal Conservation
- Health and Regulatory Inspection
- Agricultural Inspection
- Policy Analysis
- Legislation
- Association Representation

### EDUCATION
- Teaching
- Research
- Agricultural Extension

## EMPLOYERS

### RURAL DEVELOPMENT/RESOURCE ECONOMICS
- Local and state government
- Federal government agencies including:
  - Department of Agriculture
  - Department of Housing and Urban Development
  - Environmental Protection Agency
  - Bureau of Land Management
  - Gas, water, and electric distributors
  - Coal companies
  - Mining companies
  - Railroads
  - Law firms
  - Nonprofit organizations

### GOVERNMENT/NONPROFIT
- Local and state government
- Federal government agencies including:
  - Department of Agriculture
  - National Parks
  - Army Corps of Engineers
  - Environmental Protection Agency
  - Bureau of Land Management
  - Non-profit organizations
  - Advocacy groups
  - International agencies & non-governmental organizations

### EDUCATION
- Colleges and universities
- Research institutions
- Extension services
- Farm information services utilizing mass communication

## STRATEGIES

### RURAL DEVELOPMENT/RESOURCE ECONOMICS
- Volunteer with relevant organizations to gain familiarity with rural economic issues.
- Develop excellent verbal and written communication skills.
- Stay up to date on local, national, and global economic trends.
- Build skills in decision-making and policy analysis.
- Assist a faculty member with his or her research.
- Complete an internship with a government agency.

### GOVERNMENT/NONPROFIT
- Develop excellent verbal and written communication skills.
- Gain experience and exposure to the industry by volunteering with organizations such as 4-H.
- Complete an internship with a government agency.
- Maintain a high grade point average.
- Research government application processes.

### EDUCATION
- Earn a PhD for university teaching and research.
- Volunteer to assist a faculty member with his or her research.
- Get involved in relevant campus activities such as tutoring, peer mentoring, etc.
- Participate in organizations such as 4-H or Future Farmers of America (FFA) and seek leadership roles.
- Gain experience working with children and adults of varying ages.
- Prepare to live in a rural community for some extension positions.
GENERAL INFORMATION

• Since the foundation of this degree is business and economics, students may pursue employment opportunities outside of agriculture. Consider management, sales, marketing, communications, and public relations.
• A bachelor’s may serve as a pre-professional path for students interested in pursuing advanced degrees in law, business, agribusiness management, or agricultural economics.
• Earn a graduate degree to pursue university teaching and advanced research positions.
• Obtain relevant experience through internships and summer or part-time jobs.
• Get involved in relevant student organizations and seek leadership roles.
• Develop transferable skills that most employers value, such as communication skills, leadership ability, creativity, ability to work on a team, and self-motivation.
• Prepare to live in rural and farming communities for some of the career areas and be geographically flexible.
• Build a professional network for exploring career opportunities and job openings.