

# FOOD AND AGRICULTURAL BUSINESS

What can I do with this major?

## AREAS

## EMPLOYERS

## STRATEGIES

### FINANCIAL SERVICES AND RELATED AREAS

#### Banking:

- Commercial and Personal Lending
- Branch Management
- Bank Operations

#### Commodities (Stocks & Futures)

#### Insurance:

- Sales
- Claims Analysis
- Underwriting
- Risk Management

#### Real Estate:

- Residential Brokerage
- Commercial Sales
- Appraisal
- Property Management
- Real Estate Portfolio Management

- Commercial banks
- Credit unions
- Savings and loans associations
- Service banks
- Mortgage banks
- Purchasing/supply firms
- Farm cooperative services
- Real estate brokers
- Agricultural commodity organizations
- Insurance companies
- Appraisal firms
- Developers
- Large corporations: real estate departments
- Real estate investment trusts
- Law firms

- Take additional courses in statistics, finance, and accounting.
- Seek experience in financial areas through part-time employment or internships.
- Develop strong communication skills, as many positions require interaction with others and the ability to explain information clearly and concisely.
- Get involved in student professional associations such as the National Agrimarketing Association or other agribusiness clubs.
- Demonstrate competence in managing money and analyzing data. Serve as a treasurer for a student organization.
- Stay up to date on local, national, and global economic trends.
- Research and contact major and/or local financial and banking institutions that specialize in the agricultural market.

### MARKETING AND RELATED AREAS

- Agricultural Marketing
- Customer Relations
- Logistics
- Outside Sales
- Retail Sales

- Agribusinesses
- Production industries
- Food retailers and wholesalers
- Food processors
- Manufacturers of farm input supplies
- Farm equipment manufacturers
- Market analysis firms
- Insurance firms

- Gain experience with retailers in the agricultural industry and other agribusinesses through internships or summer and part-time jobs.
- Develop strong interpersonal skills and the ability to relate well with a wide variety of people.
- Initiative, sales ability, and excellent customer service skills are also important in this area.
- Get involved in campus organizations such as the National Agrimarketing Association and seek leadership roles.

## AREAS

## EMPLOYERS

## STRATEGIES

### MANAGEMENT

Agricultural Management  
Crop and Livestock Farm Management  
Farm and Home Management  
Agribusiness Management  
Land Management  
Environmental Resource Management  
Retail Management

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

Get involved in professional organizations such as 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

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

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

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### RURAL DEVELOPMENT/RESOURCE ECONOMICS

Land Management  
Environmental Resource Management  
Rural Economic Development  
Rural Planning  
Timberland Economy  
County Planning  
Policy Analysis

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

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

State and Federal Conservation  
Health and Regulatory Inspection  
Agricultural Inspection  
Policy Analysis  
Legislation  
Association Representation

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

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

Teaching  
Research  
Agricultural Extension

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

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.