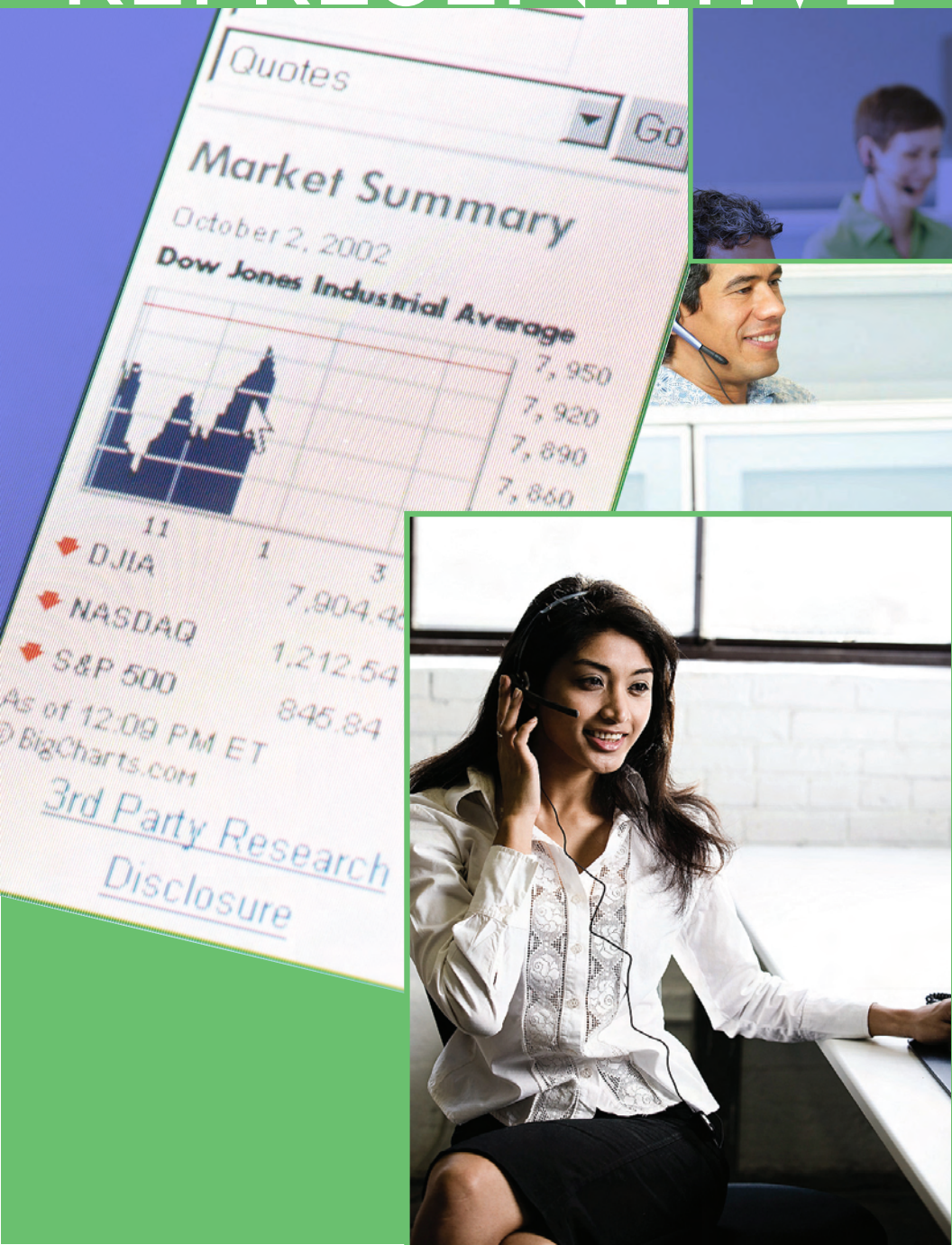


AGRICULTURAL SALES REPRESENTATIVE

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Description:

Representative must communicate and interact with clients and potential clients for purposes of selling agricultural products and services, such as animal feeds, farm and garden equipment, and dairy, poultry, and veterinary supplies.

Median Wage (as of 2006):

Entry Level Workers – \$35,460
Experienced Workers – \$71,650

Level of Education:

On-the-job training, A.S./A.A.S. (required), B.S. or M.S. (required for a majority of positions)

Job Outlook (through 2016):

7-13% increase in number of jobs

Examples of College & Universities:

Cornell University – Animal Science; Horticultural Sciences; Industrial and Labor Relations; Crop and Soil Sciences; Applied Economic and Management/Business; Communications, etc.

Finger Lakes Community College (FLCC) – Tourism Management; Natural Resources Conservation; Horticultural Sciences

SUNY Cobleskill – Agriculture Business/Animal Science; Plant Science; Marketing Communications

Morrisville State College (SUNY) – Agricultural Business Development; Dairy Management; Entrepreneurship and Small Business Management; Equine Science; Science, Technology & Society; Food Service Administration, Agricultural Science, Horticulture, Travel and Tourism: Hospitality Management

High School/College Courses to Take:

Oral and Written Communication, Marketing, Economics, Accounting, Mathematics, Physical and Life Science Courses (specific courses as they relate to products being sold), Business Management

Related Professions:

Advertising Sales Agents
Insurance Sales Agents
Mechanical Equipment Sales Representatives



Cornell University