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 transferrable 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. Conduct informational interviews and build a professional network for exploring career opportunities and job openings.

Areas of Opportunity

- Agricultural marketing
- Customer relations
- Logistics
- Outside Sales
- Retail Sales
- County planning
- Policy analysis
- Crop and livestock farm management
- Farm and home management
- Agribusiness management
- Land management

Common Employers

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

Professional Organizations

- Agricultural and Applied Economics Association
- Association of Environmental and Resource Economists
- Farm Equipment Managers Association
- International Food and Agribusiness Management Association
- National Agrimarketing Association
- National Association of State Departments of Agriculture
- National FFA Organization

Strategies on Entering the Field

- 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.
- 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.