Global agribusiness

W. P. Carey Career Services: Business degree fast facts

Agribusiness represents all business-related activities involved in the production, finance, marketing, and distribution of food and fiber. Responsible for 50 percent of the global economy, agribusiness accounts for 20 percent of employment in the U.S. and as much as 90 percent in countries worldwide. The academic discipline of agribusiness combines theory and method in finance, marketing, and management to address global agricultural issues.

As a student in the Morrison School of Agribusiness at ASU’s W. P. Carey School of Business, you will prepare to join the next generation of business professionals and leaders in agribusiness, entrepreneurship, marketing, and management for the state and region. The curriculum focuses on a global, industry-specific education with an emphasis on innovation and leadership.

Average global agribusiness salaries will vary greatly due to location, company, industry, experience, and benefits, but are expected to be in the range of $30,000 to $50,000 for W. P. Carey graduates.¹

Pursue diverse career opportunities

- Account executive
- Accountant
- Agribusiness sales representative
- Agricultural technician
- Agronomy division manager
- Assistant controller
- Commodity merchandiser
- Commodity trader
- Crop advisor
- Farm manager
- Field merchant
- Grain field marketer
- Grain merchandiser
- International trader
- Location manager
- Logistics specialist
- Market advisor
- Market advisor
- Marketing business analyst
- Production supervisor
- Project coordinator
- Public relations
- Research agronomist
- Retail manager
- Sales agronomist
- Supply chain technologist
- Tax consultant

Map your future in global agribusiness

Sales agronomist

Maintain and expand targeted customers and prospects to market agronomy products and services that enhance the producer’s business. Investigate and resolve agronomic problems, quote prices and credit terms, and focus on market development to gain new business.

Agricultural sales representative

Work closely with agriculture sales team during the appraisal process to determine trade value. Attend local agriculture auctions to monitor the used agriculture market. Handle product displays and/or demonstrations, using samples or catalog to emphasize saleable features. Quote prices and credit terms. Prepare sales contracts for orders obtained. Estimate date of delivery to customer, based on knowledge of production and delivery schedules. Prepare reports of business transactions and keeps expense accounts. Work with other sales representatives for product support opportunities.

Food technologist

Develop robust formulations that meet specification and quality standards. Identify, evaluate, and develop new business development opportunities. Plan and conduct independent research. Evaluate technical trends and make recommendations for process and/or product improvements. Conduct testing of new products in a laboratory pilot plant and scale product requirements. Maintain written technical documentation.

Global account director

Drive sustained growth of an organization’s long-term objectives. Drive industry innovation and design thinking. Protect and promote the company’s brand. Collaborate with global partners to ensure alignment and success. Develop an accountability and strategy plan.

Agricultural commodities trader

Use scheduling and forecasting abilities, knowledge of statistical process control, and interpersonal skills. Responsible for coordinating daily production schedules and forecasting future production needs.
**Add value to your degree**

As a W. P. Carey student, your classroom experience is just one part of your preparation for a successful career. A variety of extracurricular opportunities provide you with practical, real-world experiences to complement your classroom studies.

**Business School Council (BSC)**
facebook.com/asuBSC

Your opportunity to learn, grow, and develop leadership and professional skills through greater involvement with the W. P. Carey School of Business. BSC members inform students about matters regarding W. P. Carey, represent business students to the greater ASU community, and increase student-faculty relations within W. P. Carey.

**American Marketing Association (AMA)**
facebook.com/AMAAatASU

The ASU chapter of AMA provides members with opportunities to develop the skills needed to excel in the field of marketing and communications through professional and network development.

**Contact**

Visit wpcarey.asu.edu/sos to schedule an appointment with your advisor or career coach.

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**Sigma Alpha Pi**
societyleadership.org

A national society of leadership and success, Sigma Alpha Pi was established to support college students as they pursue and achieve goals in college and beyond. Dedicated to creating lasting, positive change.

**National Agri-Marketing Association (NAMA)**
nama.org

Nation's largest professional association for professionals in marketing and agribusiness.

**Agricultural and Applied Economics Association (AAEA)**
aaea.org

Enhances the skills, knowledge, and professional contributions of economists helping to solve issues affecting agriculture, development, the environment, food and consumers, natural resources, various regions and rural localities, and more.

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1 NACE Spring Salary Survey