Global agribusiness

W. P. Carey Career Management and Employer Engagement: Business degree fast facts

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

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, the industry 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.

Average global agribusiness salaries will vary greatly due to location, company, industry, experience, and benefits, but are expected to be in the range of $35,000 to $55,000 for W. P. Carey graduates.

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
- 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 problems, quote prices and credit terms, and focus on market development to gain new business.

Agricultural sales representative

Work closely with various agriculture sales teams 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 catalogs to emphasize saleable features. Quote prices, credit terms, and prepare sales contracts for orders obtained. Estimate shipping information, based on knowledge of production and delivery schedules. Prepare reports of business transactions and work with sales representatives for product support opportunities.

Food technologist

Develop robust ways to meet quality standards. Identify, evaluate, and develop new business. 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 while maintaining written technical documentation.

Global account director

Drive sustained growth of an organization’s long-term objectives. Accelerate 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)

wpcbsc.com

An 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)

amaasu.com

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

National Agri-Marketing Association (NAMA)

nama.org

NAMA is the nation's largest professional association for professionals in marketing and agribusiness.

Agricultural and Applied Economics Association (AAEA)

aaea.org

AAEA enhances the skills, knowledge, and professional contributions of individuals interested in economics and solving issues affecting agriculture, development, the environment, food, consumers, natural resources, various regions, rural localities, and more.

Contact

Visit asu.joinhandshake.com/appointments to schedule an appointment with your career coach.

1 National Association of Colleges and Employers Salary Survey