A Sales Representative is responsible for an assigned territory and product they must market to agricultural suppliers, dealers or producers.
Employer: John Deere

Education: BS in Agricultural Education, University of Illinois: Champaign-Urbana

I work with a very successful sales team for John Deere. While in high school, I was very active in all aspects of agricultural education. I enjoyed my high school experiences so much that I majored in agriculture business in college. It was the exposure to companies like John Deere that helped me realize there is more to agriculture than I ever imagined. After two college internships with John Deere, I had an opportunity to pursue a full-time job upon graduation.

The position I currently hold allows me to serve as the first point of contact for 37 John Deere dealer groups. They contact me with any concerns about the sales process. I assist dealers in managing inventory, sales incentives, and related marketing and advertising functions. Prior experience from internships and an entry-level position in factory marketing have greatly assisted in the transition to my current role. Within this sales role, I am able to apply the product knowledge I learned from the factory setting to better assist with the sales process.

One of the best opportunities I have is working with great people every day. Being able to communicate effectively with my team and customers is essential. I travel both domestically and internationally. Within this job, each day brings new challenges and opportunities. I truly enjoy working with people to make the sales process as easy as possible for the sales professional.
## Ag Business: Sales Representative

### Overview

A **sales representative**, supported by territory managers, markets assigned agricultural products to appropriate customers.

<table>
<thead>
<tr>
<th>suggested high school courses</th>
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<tr>
<td>Introduction to the Agricultural Industry, Agricultural Sales and Marketing, Agricultural Business Management, Plant Science, Mathematics, and Economics</td>
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### Experience Needed

Seek an internship while in school and/or job shadowing to gain practical experience. Participate in agriculture sales career development events. Plan and implement a related Supervised Agricultural Experience (SAE) Program.

### Degree(s) Required

A bachelor’s degree with emphasis in agriculture business or an agriculture major relating to the sales product is required. Other possible majors are agronomy, animal science, horticulture, and mechanics.

### Potential Employers

- Archer Daniels Midland Company (ADM)
- Cargill
- John Deere
- Case New Holland (CNH)
- Monsanto

### Salary Range

$58,800 to $61,410

### Employment Outlook and Trends

With a growth in agriculture products, the future outlook for sales representatives is predicted to be excellent.

### Professional Organizations

- Illinois Agribusiness Council [www.agribusinesscouncil.org/illinois.htm](http://www.agribusinesscouncil.org/illinois.htm)

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**Want to Learn More?**

- [www.agcareers.com](http://www.agcareers.com)
- [www.mycaert.com/career-profiles](http://www.mycaert.com/career-profiles)
- [www.agri-search.com/](http://www.agri-search.com/)
- [www.career.ag.iastate.edu/](http://www.career.ag.iastate.edu/)

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