AGRICULTURE, FOOD, & NATURAL RESOURCES CAREER CLUSTER
PATHWAY: AGRIBUSINESS SYSTEMS

DEGREE/TRAINING REQUIRED Standard Occupational System (SOC) Code	OCCUPATION	KANSAS AVERAGE SALARY[i]	% CHANGE / EMPLOYMENT PROSPECTS	
			KANSAS 2010-2020[ii]	USA 2010-2020[iii]
-Associate Degree **-Certifications** **-On the Job Training** **-2 Yr. Community/Technical Colleges** **-Registered Apprenticeship**				
41-4000	Sales Representatives, Wholesale and Manufacturing, Technical and Scientific Products: Field Representative for Bank, Insurance Company, or Government Program / Field Service Representative / Animal Health Products Distributor / Livestock Seller / Produce Commission Agent	$10.75/hr.	+5%	+16%
13-1021	Purchasing Agents and Buyers, Farm Products: Agricultural Products Buyer	$34.62/hr.	1%	+5%
41-1011	First-Line Supervisors/Managers of Retail Sales Workers: Feed and Supply Store Manager	$17.92/hr.	+2%	+8%
Bachelor's Degrees **Colleges / Universities**				
11-2022	Sales Managers	$52.12/hr.	+9%	+12%
11-3031	Financial Managers: Farm Investment Manager	$50.63/hr.	+8%	+9%

[i] 2010-2020 Kansas Occupational Outlook Study, http://www.dol.ks.gov
[ii] 2010-2020 Kansas Occupational Outlook Study, http://www.dol.ks.gov
[iii] 2012-2013 National Employment Occupational Outlook Handbook, http://www.bls.gov/ooh

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41-3031	Securities, Commodities, and Financial Services Sales Agents: Agricultural Commodity Broker	$45.93/hr.	+28%	+15%
13-2072	Loan Officers: Bank/Loan Officers	$31.38/hr.	+17%	+14%
11-9013	Farm, Ranch, and Other Agricultural Managers: Farm Manager / Dairy Herd Supervisor (DHIA) / Farmers / Ranchers / Feedlot Operator / Livestock Rancher / Breeder	$45.77/hr.	+9%	-8%
Graduate Degrees Colleges/Universities				
19-3011	Economists: Agricultural Economist	N/A	N/A	+6%

N/A = Data Not Available

Employment is projected to:	Growth compared to average:
increase 21 percent or more	Grow much faster than average
increase 14 to 20 percent	Grow faster than average
increase 7 to 13 percent	Grow about as fast as average
increase 3 to 6 percent	Grow more slowly than average
decrease 2 percent to increase 2 percent	Little or no change
decrease 3 to 9 percent	Decline slowly or moderately
decrease 10 percent or more	Decline rapidly