



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

DEGREE/TRAINING REQUIRED Standard Occupational System (SOC) Code	OCCUPATION	KANSAS MEDIAN SALARY ⁱ	% CHANGE / EMPLOYMENT PROSPECTS	
			KANSAS 2012 – 2022 ⁱⁱ	USA 2014 - 2024 ⁱⁱⁱ
-Associate Degree -Certifications -On the Job Training -2 Yr. Community/Technical Colleges -Registered Apprenticeship				
41-4000 41-3099	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	\$51,670/year - \$74,140/year	+1.7%	+8.3%
13-1021	Purchasing Agents and Buyers, Farm Products: Agricultural Products Buyer	\$65,610/year	+1%	+5%
41-1011	First-Line Supervisors/Managers of Retail Sales Workers: Feed and Supply Store Manager	\$60,350/year	+2%	+4%
Bachelor's Degrees Colleges / Universities				
11-2022	Sales Managers	\$94,150/year	+1%	+5%
11-3031	Financial Managers: Farm Investment Manager	\$92,900/year	+1.3%	+7%

ⁱ Salary data from the Kansas Department of Labor, 2014 Kansas Wage Survey

ⁱⁱ 2012-2022 Kansas Occupational Outlook Study, <http://www.dol.ks.gov>

ⁱⁱⁱ 2014-2024 National Employment Occupational Outlook Handbook, <http://www.bls.gov/oco>

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41-3031	Securities, Commodities, and Financial Services Sales Agents: Agricultural Commodity Broker	\$32,630/year	+1.2%	+10%
13-2072	Loan Officers: Bank/Loan Officers	\$58,130/year.	+1.2	+8.1%
11-9013	Farm, Ranch, and Other Agricultural Managers: Farm Manager / Dairy Herd Supervisor (DHIA) / Farmers / Ranchers / Feedlot Operator / Livestock Rancher / Breeder	N/A	-0.5%	-1.9% %
Graduate Degrees Colleges/Universities				
19-3011	Economists: Agricultural Economist	\$57,820/year	+2.6%	+5.7%

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