



AMERICAN ROYAL ASSOCIATION

Job Interview Session Overview

Job Interview Session – American Royal Executive Offices and Small Conference Room

9:30 am- 11:00 am (ongoing) Registration required

Space is limited and each student will receive written and verbal feedback and an American Royal gift pack.

Students have the opportunity to practice interview skills during a mock job interview. Industry representatives will assist with interviews. Students will be asked to prepare a cover letter and resume and participate in a preliminary face-to-face interview. Choose from the following job profiles to practice interview skills;

Agricultural Sales: Feed and Animal Health

Overview:

Feed and Animal Health Sales Representatives are responsible for the selling of products that are manufactured by the company that they work for. They also service the products within the animal sector of agriculture.

What responsibilities will I have?

- Disseminate technical information to veterinarians or related animal health personnel
- Analyze, develop, and implement sales goals and plans
- Maintain and grow the market share within a specific sales territory
- Execute marketing meetings with sales team
- Develop territory business planning template
- Participate in brand forecasting function and accuracy
- Attend regional, annual and vendor meetings
- Work with supplier representatives to install programs or products
- Attend training programs and education workshops to ensure customer satisfaction
- Develop and implement a sales call process to productively manage accounts within a specific territory

What education and training is required?

A bachelor's degree in animal science, agricultural business or related major.

To pursue a career as a Sales Representative Feed and Animal Healthcare:

The following high school courses are recommended: agricultural education, a focus on sciences such as animal science and biology, chemistry, and mathematics.

Typical Employers:

Employed by feed and animal nutrition companies.

Future Job Market/Outlook:

The future outlook for Sales Representative in the Feed and Animal Healthcare arena will be good to excellent

Overview

A Communications Specialist works in the area of communications with primary responsibilities in the fields of writing, editing, branding, and public and media relations.

What type of responsibilities will I have?

- Prepare schedules and organize meetings and interviews
- Write and design company literature
- Create effective communication strategies
- Implement email marketing
- Ensure positive relationships with clients
- Write and coordinate the production of printed and electronic marketing and educational materials
- Research, draft and disseminate press materials to appropriate news media
- Responsible for dissemination of association events and activities on social media
- Assist in the creation of audiovisual aids for staff
- Serve as photographer as needed
- Manage the media database and news clipping log
- Update information on company website and social media outlets
- Develop appealing presentations and speeches for leadership
- Available to assist other staff in program areas whenever communication assistance needed

What education and training is required?

A Bachelor's degree in agriculture communications, agriculture marketing, agricultural journalism, communications, public relations or related field.

To pursue a career as a communications specialist:

The following high school courses are recommended: agricultural education, computer courses, English and public speaking.

Where can I work?

Communications specialist work for companies and organizations both large and small. You may also work for a marketing agency and work with a variety of companies overseeing their communication strategies. Some communications specialists freelance for different companies and are self-employed.

Future Job Market / Outlook

The future outlook for a communications specialist will be great over the next five years.

Agricultural Loan Officer

Overview

Agriculture loan officers, or agricultural lenders, work to help farmers and rural citizens obtain funds needed to fund their operation, purchase property, and more.

What responsibilities will I have?

- Seek lending relationships with existing customers
- Actively call on prospective borrowers
- Explain to customers the different types of loans and credit options that are available, as well as the terms of those services
- Develop and analyze all types of credit information
- Approve within delegated authority loan structures pricing and conditions on loan transactions
- Combine agricultural and business knowledge with an in-depth understanding of each customer's current financial position in order to provide innovative and workable alternatives to solve problems the customer faces in their ongoing farming operations
- Ensure all files are maintained in a secure environment to protect borrowers' data
- Participate in training as scheduled by the supervisor
- Evaluate the risk in loan transactions and assign a probability of default and loss given default
- Manage and grow existing loan portfolios
- Participate in community and industry events
- Prepare credit analysis on assigned portfolio directly or through the use of a credit analyst

What education and training is required?

Becoming an agricultural loan officer requires a bachelor's degree in agricultural business, business, accounting or finance. A general understanding of agriculture is very valuable and desired.

To pursue a career as an agricultural loan officer:

The following high school courses are recommended: agricultural education, computer courses, accounting, economics, and personal finance.

Where can I work?

Agricultural loan officers most often work for banks, some of which are agricultural in nature.

Future Job Market / Outlook

The future outlook for an agricultural loan officer will be good over the next five years.