

# AGRICULTURE RESUME SAMPLE

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*Farm Marketer with over 10 years of experience in swine production, business-to-business sales experience and a customer service focus. Possesses a B.A. in Agriculture Management and a high level of professionalism.*

## PROFESSIONAL EXPERIENCE

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### FARROW FARMS

*Farm Marketer*

**Boston, MA**

*September 1998 – Present*

- Actively participate in the planning and execution of the Farm Service Group strategy, business plans, sales and marketing efforts - in particular, the process of defining targeted customers, increasing revenue by 16% per annum
- Contact with customers, directly and with other customer solutions specialists and farm marketers to: originate grain, introduce and sell Cargill products and risk management tools, assist producers in forming marketing plans and define customer needs
- Develop long-term relationships with targeted customers by personalizing the solutions package to the individual customer's needs and aggressively selling value with the intent of maximizing returns for both the customer and Farrow.
- Communicate producer trends, marketing plans, crop conditions, wants / needs / concerns to the appropriate people within the Farm Service Group and product lines

### HOWEY FARMS

*Sow Farmer*

**Boston, MA**

*September 1998 – Present*

- Plan and direct all production phases on the farm and implement processes as required
- Implement action plans to meet farm-specific and company-set goals
- Actively communicate with the service manager and veterinarians regarding the health of the herd
- Ensure strict compliance to all bio-security protocols and take action as necessary
- Order feed, supplies, and equipment for the farm, herd, and employees
- Produce well written production reports in a timely manner

## EDUCATION

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### COWELL UNIVERSITY

*Bachelor of Arts in Agriculture Management Candidate, June 1995*

**Chicago, IL**

- Graduated Cum Laude
- Coursework included Landscape Management and Agricultural Business Management
- Jacobs-Cline Society (Agriculture Education and Technology Service Organization)

## AWARDS AND HONORS

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- Trans-Mississippi Foundation Turf Scholarship
- College of Agriculture Academic Scholarship
- Department of Agriculture Education and Technology Honors List