Agriculture and Agricultural Business Management

Many Agriculture and Agricultural Business Management students go into the Agriculture and Environment sectors. Those interested in pursuing a commercial career away from these sectors could explore: Business, Consulting and Management and Marketing, Advertising and PR or Retail and Sales. These sector links show how the sector breaks down, the main graduate recruiters, characteristics of working in the sector and key current issues as well as lists of job roles available in the sector.

Roles

Each job title links through to a broad job description, salary and conditions, entry requirements, typical recruiters and links to further, pre-assessed useful information.

- Agricultural Consultant
- Farm Manager
- Field Trials Officer
- Rural Practice Surveyor
- Roles in business development, agrochemical sales and agricultural scientific research may also be worth investigating. You may also want to investigate roles in Sales and Marketing that can be applied to a range of environments.

Finding Opportunities

The majority of the roles listed above require no further study, but rural practice surveying is one clear exception. The more commercial roles listed above may well be more straightforward to secure, in that you are likely to see adverts that you can apply for, but you will need to demonstrate commercial awareness. Many of the above roles will require you to use a mixture of looking for job adverts, plus creative job hunting and networking. Relevant work experience is increasingly important and the department will give you exposure to employers to provide you with the networking opportunities to secure the experience you need, but you will need to be proactive. Placements can make a significant difference to your employability in most areas. The links below can help you with finding work experience and jobs:

- Farmers Weekly is an online farming journal with vacancy database.
- Lantra land based and environmental industries with skills council jobs pages.
- Civil service jobs pages for those interested in roles that influence government policy.
- Many of these roles are available on generic graduate jobs sites include: Prospects and TargetJobs and don’t forget the University of Reading’s job site: My Jobs Online portal which advertised permanent roles as well as placement and vacation work.

Further Reading

- Lantra skills council has pages describing land based and environmental industries and career pathways.
- DEFRA (Department for Environment, Food and Rural Affairs) has information relating to current government policy and issues.
• The Chartered Institute of Marketing [Getin2marketing](#) webpages will develop your knowledge of marketing roles.
• The [Institute of Sales and Marketing Management](#) discusses current issues in sales in particular.