

EXPORT SALES MANAGER

Export managers serve as intermediaries between foreign buyers and domestic sellers. Typically export managers find buyers internationally for domestic product manufacturers, these can be raw or processed agricultural goods, equipment or parts.

WHAT RESPONSIBILITIES WILL I HAVE?

- Meet with clients to support and grow sales volume
- Serve as a secondary contact for international clients
- May require being proficient in a secondary language
- Provide leadership and guidance to your customer service, planning and logistics teams to ensure that customers receive their appropriate shipments
- Work with international brokers who attend international tradeshows and meetings
- Work to develop new business and growth opportunities and manage volumes and margins to generate efficiency for manufacturing and margins for earnings
- Investigate new sales opportunities and actively solicit business from potential customers
- Utilize in-depth industry knowledge to build credibility and become a trusted advisor with customers both domestically and abroad
- Knowledge of the details of the export business to ensure that government policies, labeling systems, transportation and payment laws are followed
- Negotiate and monitor export rates and services to reduce operating costs and increase profitability
- Respond promptly to customer complaints and look to find winning solutions



WHAT EDUCATION & TRAINING IS REQUIRED?

Bachelor's degree or an MBA in agricultural economics, business, international business or marketing

THE FOLLOWING HIGH SCHOOL COURSES ARE RECOMMENDED...

Agricultural education, business, accounting, computer courses, foreign languages

TYPICAL EMPLOYERS

Food production companies, commodity buyers & suppliers

FUTURE JOB MARKET/OUTLOOK



SUGGESTED PROFESSIONAL ORGANIZATIONS & ASSOCIATIONS

- Export Councils
- Mid-America International Agri-Trade Council
- North American Export Grain Association

AVERAGE ANNUAL FULL-TIME SALARY

\$86,000