

PEST CONTROL ADVISER

Pest control advisers are responsible for scouting crops and identifying pests that can affect a farmer's harvest. Based on their observations they then make recommendations on treatment and suggest products or other methods to control or prevent problems.

WHAT RESPONSIBILITIES WILL I HAVE?

- Inspect farmer's fields for pests that can impact yield
- Identify pests that are present and the damage that they are causing
- Make recommendations on treatment plans based on findings
- Sell company products and services
- Maintain sales programs within assigned territory/accounts
- Monitor competitive activity and trends
- May be required to keep records and prepare reports on sales activities
- Continue to learn new product features, benefits, and usage
- Responsible for continuing education on marketing techniques, products and services
- Provide training to employees, farmers and technicians as needed
- Work with farmers to conduct field trials in your territory
- Determine cost analysis in order to determine the most economical solutions
- Develop fertilizer formulations based on pesticide application
- Publish and distribute periodic summaries of agronomic observations and research to customers
- Maintain and build customer contracts
- Speak at industry events on topics that are of interest to growers



WHAT EDUCATION & TRAINING IS REQUIRED?

Bachelor's degree in agricultural program such as agronomy or entomology

THE FOLLOWING HIGH SCHOOL COURSES ARE RECOMMENDED...

Agricultural education, chemistry, biology, mathematics

TYPICAL EMPLOYERS

Chemical companies, vegetable growers, or you may be self-employed

FUTURE JOB MARKET/OUTLOOK



SUGGESTED PROFESSIONAL ORGANIZATIONS & ASSOCIATIONS

- National Agriculture Aviators Association
- National Alliance of Independent Crop Consultants
- American Society of Agricultural Consultants
- National Pest Management Association

AVERAGE ANNUAL FULL-TIME SALARY

\$64,000