POSITION TITLE: Extension Agri-Business & Marketing Specialist

DEPARTMENT: Cooperative Extension

POSITION #: 8540

DEPARTMENT/PROGRAM OVERVIEW:
The Cooperative Extension unit is campus based. The programs provided by Cooperative Extension however are offered across the state. In order to meet the training and technical assistance needs of customers, program partners, and extension staff located in 101 county centers, work associated with this position must be provided beyond regular work hours of 8:00 am - 5:00 pm. Weekend and night work is a major part of this job. This position also requires participation in national and regional programming efforts.

PRIMARY DUTIES AND RESPONSIBILITIES:
Provide educational leadership and expertise for the conception, design, development, implementation, and evaluation of research-based agricultural business management and marketing programs. Specific duties include business and marketing support for local and regional food systems; program development for beginning, small, and limited resource farmers; training programs for Extension staff and community stakeholders; and strategic partnerships that support alternative, value added, or specialty enterprises. Collaborate with campus staff and cooperating non-government institutions or farms to determine the feasibility and impact of program-related record-keeping and farm management/marketing programs.

Location: Greensboro, NC

QUALIFICATIONS:
Master’s Degree required/Ph.D. preferred in one of the following fields of study: Agricultural Marketing, Business or Economics; Business Administration or Management; International Trade; or a closely related agricultural science with management and/or marketing work experience. Expertise/experience is required in agribusiness management (i.e. business planning, record keeping and tax/estate planning), marketing systems (including cooperative, direct, retail, and electronic/online) and demonstrated skills in providing/delivering technical assistance and support for various management and/or marketing systems, including creation of clientele-appropriate educational resources. Candidate must also demonstrate evidence of computer literacy; strong oral and written communication skills; the ability to plan, implement, market, and evaluate educational programs; a willingness to work as a team member and support a total Extension program; and the ability to set goals/priorities and handle multiple demands.

APPLICATION PROCEDURE:
Interested applicants must submit an Administrative and Faculty Employment Application, a current resume, cover letter, official transcripts and three letters of reference to:

Donna Holland
NC A&T State University
The Cooperative Extension Program
P.O. Box 21928
Greensboro, NC 27420
**SALARY:** Commensurate with qualifications and experience.

**APPLICATION DEADLINE:** September 10, 2012

**POSITION AVAILABLE:** November, 2012

N.C. A&T complies with the immigration reform and control act of 1985. We hire only United States citizens and lawfully authorized foreign nationals. You must be able to provide documentation of employability and identity based on the law.

A criminal conviction check will be required for any applicant who is selected as a finalist for a position. A criminal record does not necessarily eliminate you from employment with the University. Each conviction will be reviewed with respect to the offense, circumstances, seriousness, and the position for which you apply.

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