



COMMONWEALTH OF KENTUCKY JOB CLASS SPECIFICATION

AGRICULTURAL MARKET DEV SPECIALIST

Job Number: 20001591

Job Code: 30050V231116

Job Group: 3000 - AGRICULTURAL AND ENVIRONMENTAL

Job Established: 06/16/1982

Job Revised: 11/16/2023

Grade: 13 Salary (MIN - MID):

\$19,559-\$29,339 - Hourly

\$3,178.34-\$4,767.60 - 37.5 Hr. Monthly Salary

\$3,390.24-\$5,085.44 - 40 Hr. Monthly Salary

Special Entrance Rate:

NONE

NONE

NONE

PROBATIONARY PERIOD:

This job has an initial and promotional probationary period of 6 months, except as provided in KRS 18A.111.

CHARACTERISTICS OF THE JOB: *Characteristics of a job are general statements indicating the level of responsibility and discretion of positions in that job classification. These are not intended to be an exhaustive list.*

Plans, organizes and implements concepts of agricultural marketing systems, and directs activities related to agricultural market development; and performs other duties as required.

MINIMUM REQUIREMENTS:

EDUCATION:

Graduate of a college or university with a bachelor's degree in agriculture, business administration, economics, marketing or a related field.

EXPERIENCE, TRAINING, OR SKILLS:

Must have three years experience in sales or marketing.

Substitute EDUCATION for EXPERIENCE:

NONE

Substitute EXPERIENCE for EDUCATION:

Additional experience in sales or marketing fields will substitute for the education on a year-for-year basis.

SPECIAL REQUIREMENTS (AGE, LICENSURE, REGULATION, ETC.):

NONE

EXAMPLES OF DUTIES OR RESPONSIBILITIES OF THE JOB CLASSIFICATION: *Examples of duties or responsibilities are not to be construed as describing what the duties or responsibilities of any position shall be and are not to be construed as limiting the appointing authority's ability to assign, or otherwise alter the duties and responsibilities of a position. This is not intended to be an exhaustive list.*

Provides professional assistance and guidance in development of new markets of agricultural products. Analyzes existing agricultural market systems for refinement. Collects information on products available for domestic and foreign markets. Assists in communication of information between producer and processor. Assists in setting up producer cooperatives to ensure adequate supply and quality of agricultural products. Researches, analyzes, and implements the efficient movement of agricultural products. Researches and develops new markets for ginseng. Establishes seasons for harvest and buying and establishes the harvest age. Develops good ginseng stewardship programs. Provides training and educational seminars for dealers, harvesters, stewards, and law enforcement.

UNIQUE PHYSICAL REQUIREMENTS:

Any unique physical requirements necessary to perform the duties of a specific position will be listed on the individual position description, if applicable.

TYPICAL WORKING CONDITIONS: *Incumbents in the job will typically perform their job duties under these conditions.*

Work typically involves extensive contact with the public. Travel may be required.

ADDITIONAL REQUIREMENTS:

Upon employment, employees in this job classification may be required to maintain a valid driver's license and may be required to drive a licensed vehicle. This status may be necessary for the length of time in this job classification. If this is necessary, it will be listed in the specific position description for the position at issue. Applicants and employees in this job classification may be required to submit to a drug- screening test and background check. Applicants and employees in positions which perform job duties that may require contact with offenders in the custody or supervision of the Department of Corrections or with youth in the care, custody, or supervision of the Department of Juvenile Justice must meet qualifications pursuant to the federal Prison Rape Elimination Act, 28 C.F.R.115.17 and 115.317.

The Commonwealth of Kentucky does not discriminate on the basis of race, color, sex, disability, age, national origin, religion, sexual orientation, gender identity or expression, pregnancy or related medical condition, marital or familial status, ancestry, political affiliation, genetic information, or veteran status in accordance with state and federal laws.