POSITION
Four (4) Extension Area Specialists – Farm Management

Location: Trenton, Tennessee (Gibson County)
Counties served: Carroll, Chester, Fayette, Gibson, Hardeman, Hardin, Henderson, McNairy, Madison, and Weakley

Location: Clarksville, Tennessee (Montgomery County)
Counties served: Benton, Cheatham, Dickson, Henry, Houston, Humphreys, Montgomery, Robertson, Stewart, and Sumner

Location: Columbia, Tennessee (Maury County)
Counties served: Decatur, Giles, Hickman, Lawrence, Lewis, Marshall, Maury, Perry, and Wayne

Location: Dandridge, Tennessee (Jefferson County)
Counties served: Campbell, Carter, Claiborne, Cocke, Grainger, Greene, Hamblen, Hancock, Hawkins, Jefferson, Johnson, Scott, Sullivan, Unicoi, Union, and Washington

EFFECTIVE DATE
Negotiable. Screening of applicants’ credentials will begin September 1, 2014 and will continue until the position is filled.

SALARY AND BENEFITS
Salary is commensurate with training and experience. Benefits include group hospitalization and life insurance; State Employees Retirement; Workers’ Compensation; study, sick and annual leave; numerous University of Tennessee and state benefit programs, including liberal time off for holidays, and longevity pay after three years of service; reimbursement for official travel.

JOB DESCRIPTION
Work with regional, county, and state Extension staff in planning, developing, coordinating, implementing, reporting, and evaluating area and county programs in farm and financial management, small rural agriculture related business analysis and management, economics of alternative agriculture, marketing, and stress management.

- Deliver programs through workshops, meetings, seminars, farm and office visits, one-to-one farm family, and small rural business counseling.
- Teach farm and rural small agricultural-related business planning, decision-making, marketing, and feasibility analysis.
- Utilize economic outlook meetings, mass media, and other appropriate teaching methods in the delivery of educational programs.
- Maintain a close working relationship with the Regional Agriculture & Community Economic Development Program Leader, state staff in the Agricultural and Resource Economics Department, other state specialists, and agents in order to support the total Extension educational program.
- Administratively responsible to the UT Extension Regional Director. The Department Head in Agricultural and Resource Economics and MANAGE Coordinator will provide program support and will have direct input to the Regional Director on job performance.
- Secure extramural funds through grants, fee-based programs, and gifts.
- Accurately report ANR program accomplishments and impacts into the UT Extension reporting system in a timely fashion.
- Provide leadership for a program of activities that meets the needs of all eligible clientele regardless of race, color, national origin, sex, age, disability, religion or veteran status.
- Assume other duties as assigned.

REQUIREMENTS
- Bachelor’s degree in Agriculture or a related field.
- Master’s degree in Agricultural Economics (Farm Management) or a closely related field.
- Preference will be given to applicants with experience in agricultural economics, farm management, or related field.
- Excellent written and verbal communication skills.

(Over)
UT Extension provides a gateway to the University of Tennessee as the outreach unit of the Institute of Agriculture. With an office in every Tennessee county, UT Extension delivers educational programs and research-based information to citizens throughout the state. In cooperation with Tennessee State University, UT Extension works with farmers, families, youth and communities, to improve lives by addressing problems and issues at the local, state and national levels.

**NEW APPLICANTS**

**REQUIREMENTS:**
- Bachelor's degree in Agriculture or a related field.
- Master's degree in Agricultural Economics (Farm Management) or a closely related field. Preference will be given to applicants with experience in agricultural economics, farm management, or related field.
- A complete application package will include a cover letter, resume or curriculum vitae, list of relevant publications and/or presentations, list of references (five minimum) and official or unofficial transcripts showing degree(s) conferred.

Please apply online by clicking this link: [Apply for Extension Educator Positions](#)

Dr. Delton C. Gerloff, MANAGE Coordinator  
Dept. of Agricultural & Resource Economics  
302 Morgan Hall  
2621 Morgan Circle  
Knoxville, TN 37996-4518  
Phone: (865) 974-7462  
Fax: (865) 974-7484  
TTY/TTD: (865) 974-7245  
E-mail: dcgerloff@utk.edu  
Web Site: [http://utextension.tennessee.edu](http://utextension.tennessee.edu)

**TENNESSEE AGENT TRANSFER REQUESTS**

**REQUIREMENTS**  
Request for transfer/reassignment may be approved if applicant:
- has normally been employed with Extension in their current location a minimum of eighteen (18) months;  
- has a performance rating of satisfactory or above for the previous eighteen (18) months; and  
- training appropriate for the assignment.

[Click here to complete a transfer request electronically](#).  
Please complete the Transfer/Reassignment form online by clicking the link above.

Dr. Tim L. Cross  
Dean and Professor  
UT Extension  
121 Morgan Hall  
Knoxville TN 37996-4530