



## USDA-Farm Service Agency

### Positions Chart

February 2023



Position	Description	Minimum Requirements (Qualifications in accordance with requirements in handbook 27-PM.)	Salary Range (according to 2023 OPM pay table)
<b>County Office Program Technician – Farm Program</b>	<ul style="list-style-type: none"><li>Carrying out office activities and functions pertaining to one or more of the program areas.</li><li>Interpreting and explaining procedures, program regulations and forms to producers and other agency personnel.</li><li>Utilizing various web-based software applications to maintain producer data and processing automated forms.</li><li>Using a high degree of initiative and judgment in planning and carrying out assigned tasks and resolving problems encountered.</li></ul>	CO-04 level: <ul style="list-style-type: none"><li>Successful completion of two years of education above high school in an accredited college or university: OR</li><li>One year general experience of progressively responsible clerical, office work, or equal background in the operations of a farm or ranch.</li></ul>	CO-04; Potential to rise to a CO-07: \$33,693 to \$60,703  <i><b>This position provides background and experience to apply for a County Executive Director Trainee, Program Specialist or Farm Loan Officer Trainee position</b></i>
<b>County Executive Director Trainee (CEDT)</b>	<ul style="list-style-type: none"><li>Twelve month practical managerial training program applicable to county office operations.</li><li>Upon completion employee is eligible for a County Executive Director position.</li></ul>	CO-05 level: <ul style="list-style-type: none"><li>Four years of education above high school in an accredited college or university; OR</li><li>One year of specialized experience equivalent in difficulty and responsibility to the CO-04; OR</li><li>Combination of education and experience described above.</li></ul>	CO-05; Potential to rise to a CO-09: \$37,696 to \$74,250  <i><b>This position leads to a County Executive Director, Program Specialist, Program Chief or District Director</b></i>
<b>County Executive Director</b>	<ul style="list-style-type: none"><li>Responsible for directing and managing program and administrative operations for one or more counties.</li><li>Carrying out permanent and ad hoc farm bill programs and policies established by USDA.</li><li>May perform loan program assignments based on authorities delegated.</li><li>Performing office and field activities as needed.</li><li>Managing and directing activities of subordinate staff.</li></ul>	<ul style="list-style-type: none"><li>Successful completion of CEDT program or are within 30 days of successfully completing CEDT program OR</li><li>Former (within the last 5 years) FSA supervisory/managerial CO or GS employees with specialized experience</li></ul>	CO-07; Potential to rise to a CO-12: \$46,696 to \$107,680

## Advancement Opportunities Abound...

Go to [www.usajobs.gov](https://www.usajobs.gov) to set up a job alert for Farm Service Agency positions!

Position	Description	Requirements	Salary Range
<b>Program Technician-GS (Farm Loan)</b>	<ul style="list-style-type: none"> <li>Assist Farm Loan Team managers, offices, and District Directors on farm loan program procedural matters.</li> <li>Prepare and process loan documents and loan procedural changes.</li> <li>Respond to routine inquiries on procedures for Farm Loan Programs.</li> </ul>	GS-05 level: <ul style="list-style-type: none"> <li>Four years of education above high school in an accredited college or university; OR</li> <li>One year of specialized experience equivalent in difficulty and responsibility to the GS-04; OR</li> <li>Combination of post-high school education(in excess of the first 60 semester hours) and the specialized experience described above.</li> </ul>	GS-05; Potential to rise to a GS-07: \$37,696 to \$60,703  <b><i>This position provides background and experience to apply for a Farm Loan Officer Trainee position</i></b>
<b>Loan Assistant (Agricultural)</b>  <i>also referred to as Farm Loan Officer Trainee (FLOT)</i>	<ul style="list-style-type: none"> <li>Farm Loan Officer Trainees are required to successfully complete all the requirements of the Farm Loan Training Program. FLOT's may be reassigned to another training office during the training program.</li> <li>Providing technical advice, guidance, and credit counseling to loan applicants and borrowers.</li> <li>Makes recommendations on agency farm loan programs and eligibility requirements.</li> <li>Applies technical knowledge of farm financing and credit, financial management concepts and practices, farm operations, land use and value, productions and marketing of various crops and livestock, and prices and markets in the serviced farming areas.</li> </ul>	GS-05 level: <ul style="list-style-type: none"> <li>Four years of education above high school in an accredited college or university; OR</li> <li>One year of specialized experience equivalent in difficulty and responsibility to the GS-04; OR</li> <li>Combination of post-high school education(in excess of the first 60 semester hours) and the specialized experience described above.</li> </ul>	GS-05; Potential to rise to a GS-09: \$37,696 to \$74,250  <b><i>This position leads to a Farm Loan Officer, Farm Loan Manager, Program Specialist, Program Chief or District Director.</i></b>
<b>Loan Specialist</b>  <i>also referred to as Farm Loan Officer (FLO)</i>	<ul style="list-style-type: none"> <li>Making, servicing, and supervising loans;</li> <li>Providing technical advice, guidance, and credit counseling to loan applicants and borrowers;</li> <li>Has knowledge of agency farm loan programs and eligibility requirements;</li> <li>Has knowledge of the technicalities of farm financing and credit, financial management concepts and practices, and farm operations.</li> <li>Has knowledge of land use and value production and marketing of various crops and livestock, and prices and markets in the serviced farming areas.</li> </ul>	Complete Farm Loan Officer Training requirement  GS-09 level: <ul style="list-style-type: none"> <li>two full academic years of progressively higher level graduate education or masters or equivalent graduate degree from and accredited college or university OR</li> <li>One year of specialized experience equivalent in difficulty and responsibility to the GS-7 level in the Federal service or private sector equivalent.</li> </ul>	GS-09; Potential to rise to a GS-11: \$57,118 to \$89,835
<b>Farm Loan Manager (FLM)</b>	<ul style="list-style-type: none"> <li>Serves as the Service Center technical authority on the Farm Loan Programs and the primary point-of-contact on all farm loan issues addressed in the counties serviced;</li> <li>Supervises and directs the work of a subordinate staff responsible for making, servicing, and liquidating loans under FSA farm loan authorities;</li> <li>Has delegated loan approval authority and performs the full range of loan specialist duties</li> <li>Attends public meetings with various groups and associations, and performs public relations and outreach efforts in the geographic areas serviced;</li> <li>Has knowledge of the technical and administrative concepts, principles, and practices of farm loan and financial management;</li> <li>Has knowledge of farm operations, land use and value, and productions and marketing of various crops and livestock.</li> </ul>	Must have been a Farm Loan Officer  GS-12 level: <ul style="list-style-type: none"> <li>Must have one year of specialized experience equivalent in difficulty and responsibility to the GS-11 level. Experience that demonstrates competence in agricultural loans.</li> </ul>	GS-12 \$82,830 to \$107,680