

Greg Frazier, Division Sales Manager
John Deere Company – Western Region

Greg grew up on a grain/livestock farm in West Central Illinois near Quincy. He received his Bachelor of Science degree in Agricultural Economics from the University of Missouri-Columbia in 1977, and was employed by John Deere in Moline, Illinois immediately following graduation.

In his career, he has held positions in product marketing in John Deere's combine, hay/forage and commercial turf product factories in Iowa, and Illinois. He has managed territories in Western and Southeastern Iowa, and has the distinction of managing the last John Deere Company-owned retail equipment dealership in Billings, Montana. Greg managed the family partnership, Frazier Farms, with two brothers and they were successfully able to grow 10,000 head of farrow to finish hog production operation until 1997.

The last twenty years, Greg has worked with dealers in the Dakotas, Montana and Minnesota in various support and management roles including his current responsibilities as Division Sales Manager for western Minnesota, North and South Dakota, Montana and eastern Wyoming and Idaho. Greg and five field managers that report to him are responsible for developing John Deere dealers and growing their retail equipment sales levels in over 100 locations ensuring world-class product support and sales to farm and consumer customers for Agricultural, Turf and Utility Vehicles in the largest equipment sales division for John Deere. Within John Deere, he is known as one of the top resource individuals for dealer sales processes, globally, with over 35 years of experience in working closely with and internally to dealer sales and customer support personnel.

Greg has seen much change in Upper Midwest agriculture and its impact on the dealers he has served and their communities. He is keenly aware of the link of production agriculture to Ag business and its economic impact in this region.

Greg enjoys basketball, golf and fishing when time permits.