



# Head of Farm Enterprises & Communication

**Aurivo Co-op, Dairy Ingredients, Ballaghaderreen, Co Roscommon** (Permanent, full-time)

## OPPORTUNITY

This is an exciting opportunity to help shape the future of Aurivo Co-operative by harnessing innovation, emerging technologies and new ways of working with our dairy, beef and sheep farmers to create mutually beneficial value for farmers and the co-op.

Reporting to the Dairy General Manager, the successful candidate will be responsible for designing and delivering a strategy that will focus on future ways of working with our valued milk supplier partners in key areas such as farm profitability, sustainability and growth of our milk pool.

A key element of the role will be to lead a highly skilled and motivated team and ensure delivery of our operational goals, ensuring safe, compliant and cost-effective collection of milk.

Improving the sustainability and profitability of beef and sheep enterprises in our region, in conjunction with the Agribusiness team, also forms an integral part of this role.

## KEY RESPONSIBILITIES

- Develop a farming enterprise and communications strategy in keeping with the overall needs of the co-op
- Lead the farmer facing team in delivery of this strategy in line with Aurivo's values
- Proactively managing relationships and communications with our milk, beef and sheep enterprises and relationship management with a broad range of stakeholders, both internal and external
- Growing our milk supplier base in a sustainable way
- Ensure compliance and assistance with all regulatory and industry requirements
- Lead the organisation and facilitation of member upskilling programmes and attending various advisory meetings
- Provide comprehensive feedback on views/activities/dairy farming trends in the region
- Management of the financials for the area focusing on farm profitability, sustainability, highly efficient milk collection and milk payments
- Keep the business informed and up-to-date on all innovations and developments in the area

## APPLICATION PROCESS

**Please forward updated CV to Group Head of Human Resources, Marilyn Phillips (email: [marilyn.phillips@aurivo.ie](mailto:marilyn.phillips@aurivo.ie)) or by post to Marilyn Phillips, Aurivo House, Finisklin Business Park, Finisklin, Sligo, by March 29th, 2019.**

The company reserves the right to select a shortlist from the applications received. Aurivo is an equal opportunities employer.

## THE IDEAL CANDIDATE WILL HAVE:

- Detailed knowledge of the dairy, beef and sheep industry
- Be an innovative thinker with proven results of new ideas/processes achieving lasting change
- Strong analytical skills
- Possess a large network of contacts in the Irish agricultural sector at various decision-making levels
- Leadership experience and proven ability to lead a diverse team
- Excellent communication skills with previous experience in managing information/designing communication campaigns that exceed desired results
- Previous farmer facing experience is essential
- A recognised third-level agri qualification and/or qualification in communications or related area would be an added advantage
- Experience at a senior level in a similar organisation is desirable