

Careers and Role Descriptions = Answers

Task: There are a lot of people involved in the dairy industry and primary sector and this activity is to help student explore this.

- Either print out these cards **or** give students the “*People in the Industry_Student Activity*” where the careers and role descriptions have already been mixed up.
- Students first match the career with the description.
- Then they can organise the roles into three columns; on-farm, off-farm, mixture of both (office work and site work).

Farm Manager

Responsible for day to day running of the farm e.g. milking, feeding and watering cows, in addition to any maintenance work (fencing etc.). Also responsible for staff management organising contractors and may be involved in the short and long-term planning of the farm e.g. sowing crops, buying/selling stock.

LINCOLN UNIVERSITY TE WHARE WĀNAKA O AORAKI



2IC (Second in charge)

This person is second in command and responsibilities may vary from pasture and stock management to delegating farm duties to other farm workers.

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Farm Assistant

Entry level role, involved in the day to day running of the farm, duties include; milking, feeding stock and carrying out odd jobs.









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<p>Tanker Driver</p> <hr/> <p>LINCOLN UNIVERSITY TE WHARE WĀNAKA O AORAKI </p>	<p>Picks up the milk collected during milking and which is stored in a refrigerated vat and transports to the milk plant for processing and testing.</p> 
<p>Environmental Consultant</p> <hr/> <p>LINCOLN UNIVERSITY TE WHARE WĀNAKA O AORAKI </p>	<p>Someone who has a discussion with the manager about how the farm is run and provides advice about management practices and their impact. They also write up farm environmental plans that show farms are complying with government regulations.</p> 
<p>Veterinarian</p> <hr/> <p>LINCOLN UNIVERSITY TE WHARE WĀNAKA O AORAKI </p>	<p>Responsible for taking care of unwell or injured stock. Can be aware of health trends on-farm and offer advice. Also involved with a number of farm processes such as pregnancy testing, drying off (when milking stops over winter), difficult calving's or dehorning of calves.</p> 
<p>Rural Accountant</p> <hr/> <p>LINCOLN UNIVERSITY TE WHARE WĀNAKA O AORAKI </p>	<p>Responsible for managing the finances. Input can vary from high level involvement – pay all bills, employee payroll, and taxes, or lower level involvement- responsible for evaluating profit and calculating the tax requirements of the dairy business.</p> 









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<p>Rural Contractors</p> <hr/> <p>LINCOLN UNIVERSITY TE WHARE WĀNAKA O AORAKI </p>	<p>A broad term for a business that is employed temporarily to perform a specific task. On a dairy farm this may involve a number of things such as, making silage or hay, sowing crops or fencing.</p> <p></p>
<p>Researcher</p> <hr/> <p>LINCOLN UNIVERSITY TE WHARE WĀNAKA O AORAKI </p>	<p>A person who has an idea or wants to research on how to improve environmental impacts, production or welfare. Learns about how things work, tests their ideas, refines them and shares their results with the industry.</p> <p></p>
<p>Animal Health Consultant</p> <hr/> <p>LINCOLN UNIVERSITY TE WHARE WĀNAKA O AORAKI </p>	<p>Someone who analyses a farm's systems and looks at animal outcomes to figure out how to improve animal health. They advise managers on cow nutrition, reproduction, management and infrastructure so the cows can perform at their best.</p> <p></p>
<p>Seed/ Fertiliser Advisor</p> <hr/> <p>LINCOLN UNIVERSITY TE WHARE WĀNAKA O AORAKI </p>	<p>Understand what managers want to achieve and their farming system. They look over the paddocks/ area and the results of soil testing to provide recommendations about what species of pasture, crop or fertiliser could work.</p> <p></p>









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<p>Laboratory Technician</p> <hr/> <p>LINCOLN UNIVERSITY TE WHARE WĀNAKA O AORAKI </p>	<p>Someone who receives animal samples (milk, animal swabs etc.) or environmental samples (soils, water etc.) and analyses them so farm managers and business can make decisions or to ensure quality output.</p> 
<p>Ag-Technologist</p> <hr/> <p>LINCOLN UNIVERSITY TE WHARE WĀNAKA O AORAKI </p>	<p>A person who integrates technology onto farms or develops news technology for farms. This has included the use of drones, facial identification for sheep, automatic milking machines, animal identification tags, animal fitbits, effluent processing, robotic fertilizers, on farm apps etc.</p> 
<p>Industry Representative</p> <hr/> <p>LINCOLN UNIVERSITY TE WHARE WĀNAKA O AORAKI </p>	<p>They are a liaison between industry, government and the community. They will often make submissions and represent the industry in political matters. They provide events where people can learn about how to do things, new research or technology, how the industry and market is going and any new regulations.</p> 
<p>Rural Business Advisor</p> <hr/> <p>LINCOLN UNIVERSITY TE WHARE WĀNAKA O AORAKI </p>	<p>A farm is business and this person offers advice around how the owner wants to develop it long term to maximise profits. They have a good understanding of farming, the markets and the industry.</p> 

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<p>Heavy Duty Mechanic</p> <hr/> <p>LINCOLN UNIVERSITY TE WHARE WĀNAKA O AORAKI </p>	<p>A person who specialises in the repair and servicing of heavy machinery or equipment like tractors, combine harvesters, trailers etc.</p> 
<p>Geneticist</p> <hr/> <p>LINCOLN UNIVERSITY TE WHARE WĀNAKA O AORAKI </p>	<p>A person who discovers and looks for helpful characteristics that occur naturally then analyses the data so those characteristics can be bred into livestock. This could be due to market, environmental, production or social demands. They can also look at excluding diseases or factors that make livestock vulnerable to health issues.</p> 
<p>AI Technician</p> <hr/> <p>LINCOLN UNIVERSITY TE WHARE WĀNAKA O AORAKI </p>	<p>A technician who does artificial insemination of livestock. This includes using technology so the livestock come in heat (release an egg) at the same time and then they insert the sperm at the right time so the cow becomes pregnant. No bulls required on site.</p> 
<p>Resource Management Officer (consents)</p> <hr/> <p>LINCOLN UNIVERSITY TE WHARE WĀNAKA O AORAKI </p>	<p>A person who works for the Regional Council and processes consents that allow farmers to use water, disturbing soil (land use consents) and discharge storm water or waste water onto the land or into water. They understand the regional plan and analyse the files. If it is okay a consent is issued with conditions.</p> 

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<p>Environmental Monitoring Officer</p> <hr/> <p>LINCOLN UNIVERSITY TE WHARE WĀNAKA O AORAKI </p>	<p>A person who works for the Regional Council and visits the farm to monitor consent conditions. They can collect data/ evidence in person or receives data electronically. They then analyse the data to make sure the farmer/ manager is following the consent conditions and write a report.</p> 
<p>Ag-Technologist Technician</p> <hr/> <p>LINCOLN UNIVERSITY TE WHARE WĀNAKA O AORAKI </p>	<p>A person who is there to support farms that have complex technology. This involves ensuring that the managers knows how it works, fixing any problems, offering available updates and that it is recording information correctly.</p> 
<p>Herd Tester</p> <hr/> <p>LINCOLN UNIVERSITY TE WHARE WĀNAKA O AORAKI </p>	<p>A person that collects samples from cows to send to the laboratory for analysis. Can work for an industry body (eg. DairyNZ), a corporation (Fonterra) or the government (Ministry of Primary Industries).</p> 
<p>Biosecurity</p> <hr/> <p>LINCOLN UNIVERSITY TE WHARE WĀNAKA O AORAKI </p>	<p>Often this person works for the Ministry of Primary Industries. There are roles that focus on tracking and managing diseases that affect livestock or plants. Working with the community and farmers to quarantine, contain and resolve any biosecurity threats.</p> 

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<p>Note: The carers in blue have not been included in the student activity and are for reference.</p>	
<p>Farm owner-operator</p> <hr/> <p>LINCOLN UNIVERSITY TE WHARE WĀNAKA O AORAKI </p>	<p>Owns land, the facilities, the stock and also doubles as the manager who is responsible for day to day running of the farm- including staff.</p> 
<p>Farm-owner</p> <hr/> <p>LINCOLN UNIVERSITY TE WHARE WĀNAKA O AORAKI </p>	<p>Owns land and facilities (e.g. milking shed, effluent ponds, houses for farm staff etc.) May not work on the farm or manage the farm directly.</p> 
<p>Share-milker</p> <hr/> <p>LINCOLN UNIVERSITY TE WHARE WĀNAKA O AORAKI </p>	<p>Employed by the farm owner to run the farm. Owns the machinery (e.g tractors bikes etc.) and if not all than a portion of the dairy herd. They run the operation and provide staff and share the costs as well as the income from milk with the farm owner.</p> 
<p>Contract Milker</p> <hr/> <p>LINCOLN UNIVERSITY TE WHARE WĀNAKA O AORAKI </p>	<p>The contract milker provides staff and also run the operation. They may provide bikes and vehicles but will not need to provide stock, tractors or larger forms of machinery. In return they are provided a set (contract) income based on what is produced (kg Milk Solids).</p> 

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<p>Milk Harvester</p> <hr/> <p>LINCOLN UNIVERSITY TE WHARE WĀNAKA O AORAKI </p>	<p>A casual worker whose sole job is to milk cows, they are often not required for other general farm duties.</p> 
<p>Breeder</p> <hr/> <p>LINCOLN UNIVERSITY TE WHARE WĀNAKA O AORAKI </p>	<p>A person who looks at the data from the geneticist to pick characteristics that they want to breed into a group of livestock. They then sell the livestock or semen/ sperm to farms so the farms can benefit and integrate the characteristics into the herd with future offspring.</p> 
<p>Bank Manager</p> <hr/> <p>LINCOLN UNIVERSITY TE WHARE WĀNAKA O AORAKI </p>	<p>In NZ approximately 50% of the farm business is owned by the bank (due to loans). The relationship with this person is very important for maintaining financial support.</p> 
<p>Agricultural Engineer</p> <hr/> <p>LINCOLN UNIVERSITY TE WHARE WĀNAKA O AORAKI </p>	<p>A person who will fix equipment like tractors and milking machinery. They can also build dairy infrastructure like milking sheds and feeding platforms.</p> 