



## Employment Opportunity

### Extension **State Specialist in Dairy & Farm Management**

#### **Summary of Position**

Position will be based at the University of New Hampshire Cooperative Extension's Grafton County office in North Haverhill, NH.

The successful applicant will deliver research-based programming and technical expertise to dairy farms of all sizes and production models throughout the state to enhance sustainability and viability. He or she will develop and implement innovative outreach programs for New Hampshire's dairy producers with a focus in business economics and farm management; facilities and engineering; and production practices. He or she will help farmers assess the financial health of their operations, use financial and production data to make management decisions, and address other farm management topics such as labor, product diversification, and markets.

We expect the candidate to develop networks with dairy organizations and farmers and to help link the dairy community to resources within and outside of UNH Cooperative Extension.

The specialist will provide one-on-one instruction and technical assistance to dairy producers, and will organize and implement educational events such as workshops, field tours, and producer meetings and will use a variety of delivery methods to disseminate current research-based information to clients.

We expect the candidate to provide support for and seek synergies with campus faculty and extension specialists working in diverse areas of agricultural systems.

The successful candidate will collaborate with industry and Extension colleagues across the New England states, and will compete successfully in national and regional funding initiatives.

Acceptable minimum level of education: Master's

Acceptable minimum year's of experience: 3 years

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### **Other Minimum Qualifications**

- A Master's degree in a relevant agricultural field with course work in: dairy science, agricultural economics, farm management.
- At least three years' experience working within the dairy industry.
- Appreciation of dairy operations of all sizes, production models, and market strategies.
- Knowledge of current and emerging issues, practices, and trends in the industry.
- Enthusiasm for working with the state's diverse agricultural industry.
- Demonstrated knowledge of dairy economics, business management, and dairy production practices.
- Demonstrated effective interpersonal and written communication skills.
- Demonstrated ability to work well as part of a team.
- Proficiency in use of technology for day-to-day work and educational program delivery, record keeping, reporting, team-based communications and overall time management.
- Experience in planning and delivering educational programs.
- Willing and able to establish and work with a diverse network of constituents and community members across race, gender, socioeconomic class, disabilities and other differences to assist with program development and outreach.
- Ability to regularly travel throughout the state, as well as travel in the region.  
Travel costs will be reimbursed at the federal rate.

### **Additional Preferred Qualifications**

- Experience working in small scale diverse agricultural systems.
- Knowledge of general farming practices related to livestock and forage crop production.
- Experience in securing extramural funding.

### **Duties / Responsibilities**

- Develop and implement innovative outreach programs for New Hampshire's dairy producers with a focus in business economics and farm management; facilities and engineering; value-added products and markets; and production practices.
- When appropriate, conduct practical applied on-farm research to support the state and region's agricultural community.
- Provide leadership and support to field specialists in the development, implementation, and evaluation of high impact educational programs and publications.
- Collaborate with colleagues throughout the New England states to develop, implement, and evaluate multi-state outreach programs.
- Ensure programmatic involvement of under-served and under-represented audiences and ensure that all educational programming is conducted in full accordance with civil rights, Equal Employment Opportunity (EEO), Affirmative Action (AA) and Americans with Disabilities Act (ADA) policies and procedures.
- Assess statewide, regional and national needs, challenges and trends in agriculture and use this information as a basis for program development.
- Prepare annual statewide impact reports.

### **Grant Writing and Management**

- Secure extramural funding to support applied research and Extension programs. Extension state specialists will secure at least 25% of their salary and fringe benefits annually through external funding beginning in the second year of employment.

### **Professional Development**

- Participate in professional development to enhance competence in the appropriate disciplines.

### **Collaborative Networks**

- Build and maintain partnerships with university faculty and state and federal agencies such as the Collage of Life Science and Agriculture, NH Department of Agriculture, Markets & Food; NH Department of Health and Human Services; Natural Resources Conservation Service.
- Build and maintain partnerships with agricultural organizations and associations such as the the NH Dairy Practices Committee, Granite State Dairy Promotion, dairy breed associations, New England Green Pastures, Agri-Mark, DFA, Organic Valley, and NH Farm Bureau Federation.
- Serve on external boards and committees as appropriate to enhance partnerships.