



Employment **Opportunity**

State Specialist Agricultural Business Management

Summary of Position

The Agricultural Business Management State Specialist will provide statewide leadership and educational programming expertise in agricultural economics and related farm business management topics such as: financial records, marketing, labor management, and tax planning.

This position will be housed at the University of New Hampshire in Durham, NH.

The successful applicant will design, implement and evaluate educational programs that address the needs of clientele groups, and will ensure dissemination of research-based information. The successful candidate will also provide learning experiences and information for farmers and agribusiness professionals that will contribute to enhancing profitability and farm viability. This position will serve as a subject matter resource for Extension personnel.

We expect the candidate to provide support for and seek synergies with faculty and specialists working in diverse areas of agricultural systems by providing expertise in economic analysis and feasibility assessment of on-farm applications/production.

The successful candidate will collaborate with industry and Extension colleagues across the New England states. He or she will be expected to compete successfully in national and regional funding initiatives, and to achieve prominence in their field of scholarship.

Acceptable minimum level of education: Master's

Acceptable minimum years of experience: 3-5 years

APPLY ONLINE
TODAY
**[JOBS.USNH.EDU/
postings/32316](https://jobs.usnh.edu/postings/32316)**



Other minimum qualifications:

- A Master's degree in a relevant agricultural field such as agricultural economics or finance or another appropriately related agricultural business management degree.
- At least three years' experience working in farming, agri-business, agricultural lending, or farm management Extension, teaching or consulting.
- Demonstrated success in leading a productive, high-energy, output-oriented team.
- Ability to initiate collaborative projects with the agricultural industry, and developing entrepreneurial sources of revenue.
- Demonstrated effective interpersonal and written communication skills.
- Proficiency in use of technology for day-to-day work and educational program delivery, record keeping, reporting, team-based communications and overall time management.
- 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:

- Ph.D. preferred in appropriate discipline.
- Familiarity with farm financial analysis, estate and succession planning, and/or sales forecasting.
- Knowledge of general farming practices related to livestock and crop production.
- Experience in Extension program delivery or demonstrated ability and skill in educational program planning, implementation and evaluation (relevant experience acquired within the last 5-years preferred).

Duties / Responsibilities**Program Development and Delivery**

- Develop and implement innovative educational programs on a wide-range of agricultural business management topics, such as enterprise economics, on-farm record keeping, financial analysis, risk management strategies, farm succession and business transition, agricultural tax management, and other agricultural business
- Provide one-on-one support in business management topics to members of the agricultural community.
- When appropriate, conduct practical applied 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.
- 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.

Needs Assessment & Evaluation

- 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

- In the spirit of innovation and entrepreneurship, secure and manage grants and implement program cost recovery in consultation with the program team leader and in compliance with UNH and CE external funding guidelines.

Professional Development

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

Collaborative Networks

- Build and maintain partnerships with state and federal agencies, University faculty, and agricultural organizations and associations.
- Collaborate with colleagues internal and external to UNH to develop, implement, and evaluate multi-state outreach programs.
- Serve on external boards and committees as appropriate to enhance partnerships.

Organizational Support

- Serve in UNHCE organizational leadership or committees, and support team development by serving in a mentor capacity as needed and where appropriate.
- Serve as chair of Cooperative Extension's Agricultural Business Management Area of Expertise (AoE) team on a rotational basis, as assigned by the Program Team Leader.

Employment
Opportunity
State Specialist
Agricultural
Business
Management