

## JOB DESCRIPTION & PERSON SPECIFICATION

<b>1. Job titles:</b>	<b>Centre:</b>	<b>Grade:</b>	<b>Location:</b>
South Regional Agronomist	Technical services	F	Southern England (Home based / Sutton Scotney)
<b>Reports to</b> (Job title):		<b>Line Manages</b> (Job titles):	
Commercial Technical Director			

<b>2. Main purpose of role:</b>
Deliver agronomic support, technical information, events & services to members of the NIAB TAG Network (South Region), which has membership Centres in Hampshire, Kent, Dorset, Somerset and Cornwall.

<b>3. Financial authority/responsibility</b> (e.g. delegated budget, authorisation level, approx value of contracts etc):
Directly responsible for securing, maintaining and delivering membership and technical services to the value of approximately £200K per year.

<b>4. Key relationships (external and internal)</b>
Internal: Primarily within Technical Services team, linking to Business Strategy, Consultancy & Field Crops Research External: NIAB TAG Network members (farmers, agronomists and corporate, especially in South Region)

5. Tasks/responsibilities (in order of priority)	Approx % of time
<b>As South Regional Agronomist</b> Provision of agronomy information and technical services to members of the NIAB TAG Network, primarily in southern* England, by various means including: indoor and outdoor group meetings, telephone contact and regular written communications.	37.5
Organising local events and constructing a programme of agronomy field trials, based around strategically-located membership centres, to meet the needs of NIAB TAG Network members.	8.5
Identifying and developing opportunities to increase membership income across all regions & categories. Recruitment of new members, through meetings, events & personal contact.	12.5
Promoting the benefits of NIAB TAG Network membership, through activities including Open Days, farmer meetings and press articles.	
Interpreting and reporting data from the member-focused agronomy field trials in the Region.	9.5
Engagement of the local membership in the determination of priorities for activities & field trials.	8.5
Development and communication of the agronomic direction and technical strategy of NIAB TAG, in conjunction with the rest of the agronomy team.	9.5
Knowledge transfer conducted as part of the applied R&D programme of NIAB TAG.	7
Contribution to the delivery of training and other initiatives.	3.5

\* Covering primarily the counties of Kent, Sussex, Hampshire, Oxfordshire, Wiltshire, Dorset, Somerset, Devon and Cornwall

<b>6. Working conditions :</b>
Part field, part home/office based. Travel by road to meetings / field sites required most days (mainly within southern counties of England). Flexibility in working hours involved (for morning/occasional evening meetings). Occasional overnight stays for meeting commitments in others parts of the country.

**7. PERSON SPECIFICATION****Education/Qualifications:**

Essential:	Desirable:
Higher education in an applied biological or agriculture related subject.	Degree or equivalent in Agriculture or related subject (including crop production/protection).

**Experience:**

Essential:	Desirable:
Excellent knowledge of general agriculture and arable crop production in the UK.  Formal agronomy / crop protection training and 5+ years UK experience in combinable crop agronomy.	Involvement in UK arable field crops research (5+ years)  Sound knowledge of arable crop field trials.

**Specialist Training:**

Essential:	Desirable:
BASIS Crop Protection and FACTS	BASIS CPD membership, BETA, PPA.

**Personal Qualities (skills, behaviours and competencies)**

Essential:	Desirable:
Full driving licence. Willingness to travel within the southern region of England regularly and to other areas of England.  Computer literate (Windows, Office, Word, Excel and PowerPoint).  Ability to instigate service innovation, and motivate and lead staff.  Good communicator in both group and one-to-one situations, and good telephone manner.  Highly-motivated self starter, well-organised with a very flexible approach.	Very good presentation skills (relevant to delivering information to a farmer or agronomist audience).  Ability to talk to and understand farmers and agronomists with a range of requirements and at different technical levels.

**Date of description:**

January 2014

**Compiled by:**

Bill Clark Commercial Technical Director