

## **Title: Milk Supply Manger**

### **Key Responsibilities**

#### **Meet milk sourcing targets**

- Develop and maintain an inventory of potential prospects.
- Provide clear and concise information of Open Country milk pricing, enabling the supplier / farmer to make good business decisions.
- Be an ambassador of Open Country Dairy.

#### **Milk Supply retention**

- Build strong professional relationships with suppliers / farmers enabling you to deliver an outstanding level of service.
- Provide and articulate a comprehensive understanding of Open Country's strategies, business direction and performance.
- Support supplier farmers and their drive for greater productivity.
- Organise and facilitate local farmer activities.
- Implement local strategies that build strong relationships with key external stakeholders such as rural professionals and others that influence supplier / farmer's decisions.
- Attend and participate in Supplier meetings, Christmas functions and other farmer related functions and or meetings.
- Be a team player fill in for colleagues when required.
- Be contactable day and night (Milk never sleeps)

#### **Accurate Milk Supply Flows**

- Understand seasonal / climatic and other factors that influence milk production.
- On-farm issues that could affect milk production
- Farmer information around future plans for milk production
- Provide and monitor milk flow predictions – both budgets and forecasts
- Understand what the competition is doing.

#### **Milk Quality**

- Provide the skills and knowledge required to enable you to resolve most milk supply issues raised by either the supplier farmer or Open Country.
- Accurately report in CRM actions and discussions.

#### **Environmental**

- Assist our very own sustainability team to meet collective goals both the farms and OCD.

#### **Key skills and or attributes that make an ideal Milk Supply Manager.**

- Strong knowledge of dairy farming & Knowledge of the patch you will work in.
- Financial background, Ex rural banker.
- Team player
- The ability to show empathy but also keep to the rules.
- Computer literate, XL, Word, CRM, etc.

- Fun – Extremely important
- Ability to work alone and in as a team.
- Competitive – Wants to win.