

Careers In Pork

This document contains a listing of careers that are in the pork industry. Career listings provide experience needed, duties of the position, and skill requirements. This is a listing of careers, not actual open positions. All jobs require general understanding of swine operations.

Nutrition/Research Manager

Experience: MS with 5+ years experience. Ph.D. with 2+ years in nutrition and/or research experience preferred

Duties: Meet with sales people, determine best nutrition plans for system(s), provide technical support to production departments, interact with industry members, assist with models and focus on production levels. This position will also include research to maintain profitability.

Requirements: This position requires analytical skills, critical thinking, good judgment, communication skills, management skills, ability to work under stress and good planning and organizational skills.

Communications Coordinator

Experience: 1 year experience with copywriting, news reporting, advertising, marketing public relations, etc. Applicant must have a Bachelor's degree in English, Journalism, Communications, Marketing or a related field.

Duties: Must be able to work in fast paced environment and handle duties such as writing news stories, advertising, marketing, and public relations.

Senior Recruiter

Experience: 1-3 years in Human resources preferably in recruiting

Duties: Recruiting employees must be able to use Word, Power Point, Excel, have general office skills, be organized, bilingual, good written and oral skills.

Genetic Sales Consultant

Salary: \$30-70K

Experience: Two years experience in hog industry

Duties: Sales and servicing accounts in jurisdictions, be able to maintain a professional atmosphere

Regional Sales Manager

Salary: \$50-60K +25% Incentive Bonus

Experience: 3 years selling to Swine and Poultry Confinement dealers, B.S. preferred, Associate's degree required, good computer skills, strong written and oral communication skills, willingness travel 60-70% of time.

Duties: Selling Swine and Poultry Confinement Heating Units to Dealers and Distributors, overseeing manufacturer representatives. Manager may be able to work from home.

Integrator Sales Manager

Salary: \$55-85K

Experience: Bachelor's Degree in Animal Agriculture, 5 years in swine or poultry industry

Duties: Aggressive motivated individual with a desire to succeed in sales. Ideal candidate will solid computer skills and marketing knowledge.

Accounting Assistant

Experience: preferred associate's degree, 1 year experience

Duties: payroll, using PFS for daily production, using excel, Oracle, maintaining phone conversations and using TRIM. A positive attitude, trust-worthy person is required.

Tele Sales Representative

Experience: Bachelor's degree in agriculture field, 2 years experience.

Duties: Using computer/phones to communicate with potential customers

Financial Analyst

Experience: Bachelor's degree in Accounting or Finance (or equivalent experience) and 2 years experience in accounting, business, compiling and/or systems experience.

Duties: Analyze and deliver routine and ad-hoc reports, partner with business partners in planning an implementing customer segmentation and profitability as well as miscellaneous accounting duties. Must have ability to meet deadlines, work efficiently, take initiative and have problem solving skills.

Swine Extension Specialist

Salary:

Experience: Ph. D. Degree in animal science (swine)

Duties: leadership, supervisory experience, human relations skills and team building; negotiation, public relation skills, ability to work with and educate a diverse audience including staff, customers and volunteers. Applicants should have outstanding communication and computer skills and be able to handle multiple demands and set priorities.

Swine Procurement Manager

Salary: \$60-80 K

Experience: Four year degree and five years experience as a hog buyer

Duties: Provide contract management with one of the nation's most modern production systems. Procure cash market hogs and pursue qualified growers for production contracts. This is an excellence opportunity in western Missouri.

Reference: (<http://missouri.jobs.prohire.com/jobprofile.cfm?szOrderID=426960>)

Swine Consultant

Salary:

Experience: Typically a PhD is required for this profession.

Duties: Swine consultants must communicate with producers as well as businesses to evaluate implement and maintain each swine producer's programs. Consultants must decide what to do on each individual swine operation and be able to communicate these findings to producers.

Livestock Marketing Specialist

Salary:

Experience: Graduate level education, 10+ years in livestock marketing, swine experience

Duties: Livestock specialists review literature, attend many meetings, develop visuals about marketing, develop plans for marketing and trade activities etc.

Swine building construction

Salary: varies

Experience: varies

Duties: designing and/or building swine housing units to specifications.

Education

Salary: varies

Experience: varies

Duties: teaching at high school, community college and four year college level about swine production.

Research

Salary: varies

Experience: varies

Duties: Research of broad and specific issues such as diseases or sow feed efficiency during gestation. Researchers often write literature, review scholarly literature and can be very active in issues in the industry.

Pharmaceuticals

Salary:

Experience:

Duties: Supplying producers/veterinarians with pharmaceuticals needed. Some pharmaceutical companies will also develop new drugs as well as perform research.

Public Relations

Salary: varies based on experience

Experience: varies

Duties: "Public Relations is a set of management, supervisory, and technical functions that foster an organization's ability to strategically listen to, appreciate, and respond to those persons whose mutually beneficial relationships with the organization are necessary if it is to achieve its missions and values." (Robert L. Heath, Encyclopedia of Public Relations).

Marketing

Salary:

Experience:

- Ag Business and/or Sales and Marketing Degree
- MBA preferred
- Comprehensive swine industry experience
- Product and Program marketing and sales experience
- Previous experience managing a diverse team of people
- Experience in accomplishing objectives through agencies and outside service providers

Duties:

- Product Positioning and Pricing
- Supervision of Product Managers
- Supervision of Technical Managers
- Leadership of Initiatives within the Portfolio
- Sales Training and Education
- Key Customer Account Responsibilities
- New Product Opportunity evaluations
- Manage individual product lifecycles
- Oversee product forecasting and inventory management
- Responsible for annual budgeting and long term budget plans

Quality Control

Salary:

Experience:

Duties: This position typically can have many job duties to perform. Some of these duties may include:

1. Participating in the review of all design, manufacturing, purchasing, and test documentation to ensure that the company's and customers' quality requirements are met on all products, programs, areas, and functions.
2. Reviewing proposals for new testing programs outlines of specific testing conditions, and proposed operating procedures.

Program development coordinator

Salary: varies

Experience: Varies with position/company

Duties: Can be a wide range of job duties. Development of some type of program with company.

Ranges from education to development of leadership training programs.

Sales associate

Salary: Varies, usually includes commission

Experience: Varies

Duties: Selling products to new and old customers. This job often involved traveling which most companies pay for or will supply a vehicle.

Engineer

Salary:

Experience: varies, depending on topic

Duties: Engineers will assess and develop products as well as alter products for swine production.

Engineering can range from hoop barns to drip watering systems. There are many opportunities for engineering in the swine industry.

Food engineer

Salary: varies

Experience: engineering degree, some experience required

Duties: Food engineer must work with others to develop more healthy and pleasing product to buyers.

Waste management engineer

Salary:

Experience: Bachelor's in civil, environmental or chemical engineering with course work in swine education.

Duties: Review data, information and reports, consult with staff, consultants and site owners. Review engineering plans submitted for proposed sites and those undergoing remediation. Provide technical assistance to site owners and operators. Conduct investigation at facilities and develop technical guidelines.

Law (for representing swine operators)

Salary: varies depending on experience

Experience: varies

Duties: Defending swine producers in court. Issues can range from land rights issues to pollution and neighbor conflicts.

Management

Salary: varies

Experience: varies

Duties: Managing employees. This job can be on several levels, from managing 10 employees at a marketing business to managing hundreds at a business like Tyson or Elanco.

Nutritional supplement sales

Salary: varies

Experience: varies

Duties: Sales to swine producers. This takes communication skills as well as persuasion. People in this field must have confidence and knowledge of their product(s)