

GROW YOUR FUTURE WITH DAIRYING

BE PART OF
GROWING
NZ



DairynZ 

**DO SOMETHING THAT
REALLY MATTERS**

**VARIETY, CHALLENGE,
FINANCIAL REWARDS,
AND OPPORTUNITIES
TO GROW AND
MAKE YOUR
MARK!**

MATCH YOUR SKILLS AND INTERESTS TO A DAIRY INDUSTRY CAREER

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MAP YOUR CAREER PATHWAY

6

JOBS AND CAREERS IN THE DAIRY INDUSTRY

8

DAIRY FARMING

10

Positive and enthusiastic individuals who love to learn are perfect for dairy farming. One day you could own your own business.

AGRI-SCIENCE

16

Taking agri-science is a great start and gives you flexibility and skills to diversify into an on-farm, science or business career.

AGRI-BUSINESS

24

Agri-business professionals provide a range of skilled, professional services to farmers. Get into agri-business and be a trusted expert.

WHERE CAN YOU STUDY AND TRAIN?

32

Check out universities, training institutions and providers close to you.





A WORLD OF OPPORTUNITIES: DAIRYING

“DON’T THINK THE ONLY OPTION IN DAIRYING IS TO MILK COWS. THERE ARE SO MANY JOBS AND OPPORTUNITIES WITHIN THE DAIRY INDUSTRY BESIDES WORKING ON FARM.”

Nicola Law, senior research technician

OPEN DOORS TO YOUR CAREER.



THE DAIRY INDUSTRY AND YOUR CAREER

NEW ZEALAND LEADS THE WORLD IN DAIRY.

The New Zealand dairy industry accounts for over a third of the world's international dairy trade. It's one of New Zealand's largest employers and the biggest export industry.

Today, the average New Zealand dairy farm is a multi-million-dollar business using high-end technology.

The dairy industry will always need motivated, passionate people with a range of skills to meet the current and emerging dairy industry challenges. Be part of the solution, get involved and contribute in a meaningful way.

New Zealand research scientists are world leaders in applying new science technologies to this dynamic industry.

Agri-business careers include a range of skilled, professional and technical services to farmers and include farm consultants, environmental engineers, pasture and fertiliser consultants and rural bankers. An average farmer uses about ten different advisors to help manage their farm business.



YOUR CAREER IN THE DAIRY INDUSTRY

WHAT DO YOU ENJOY? WHERE CAN YOU MAKE A DIFFERENCE?

In the primary industry, you get to

- Work with other people
- Be your own boss
- Work with technology
- Be innovative
- Earn good money
- Learn new skills
- Think strategically
- Get promotions
- Often work outdoors
- Advance your career and continue learning
- Be flexible and organised
- Make a lasting contribution.

**DAIRY FARMING,
AGRI-BUSINESS OR
AGRI-SCIENCE?**

Check out dairynz.co.nz/careers

DAIRY FARMING

Page 10

	Not really (1 point)	Yes (3 points)	Absolutely (5 points)			
I want to work outdoors with animals and plants	☐	☐	☐			
I want a job that keeps me fit	☐	☐	☐			
I want to work with machinery and technology	☐	☐	☐			
I want the opportunity to run my own business	☐	☐	☐			
I am a practical 'hands on' type	☐	☐	☐			
I am able to work effectively by myself and/or in a team	☐	☐	☐			
I want to work away from a desk	☐	☐	☐			
I want to live in a small town or provincial city	☐	☐	☐			
I want to be responsible for other staff	☐	☐	☐			
TOTALS	☐	+	☐	+	☐	=

AGRI- SCIENCE

Page 16

	Not really (1 point)	Yes (3 points)	Absolutely (5 points)			
I love science	☐	☐	☐			
I can focus on detail, am precise and concise	☐	☐	☐			
I prefer to focus on specialist science topics	☐	☐	☐			
I like problem solving and finding solutions	☐	☐	☐			
I am innovative and creative	☐	☐	☐			
I am willing to invest the time and money needed to educate myself	☐	☐	☐			
I am able to work effectively by myself and/or in a team	☐	☐	☐			
I want to work with animals, plants, soil, water, and natural resources	☐	☐	☐			
I can think outside the square	☐	☐	☐			
TOTALS	☐	+	☐	+	☐	=

AGRI-BUSINESS

Page 24

	Not really (1 point)	Yes (3 points)	Absolutely (5 points)			
I want the opportunity to get outside	☐	☐	☐			
I want to help others grow their businesses	☐	☐	☐			
I am people orientated	☐	☐	☐			
I want to be trusted and respected by clients	☐	☐	☐			
I want to travel in my job	☐	☐	☐			
I like helping people to find solutions	☐	☐	☐			
I want to live in a small town or provincial city	☐	☐	☐			
I want to share information	☐	☐	☐			
I want to run my own business	☐	☐	☐			
TOTALS	☐	+	☐	+	☐	=

DAIRYING OFFERS YOU A WORLD OF OPPORTUNITIES

MAKE A DIFFERENCE AND
MAKE YOUR MARK. MAP YOUR
JOURNEY AND FIND YOUR PLACE
IN THE DAIRY INDUSTRY.

WHAT IS THE

FARM CAREERS

farm assistant
herd manager

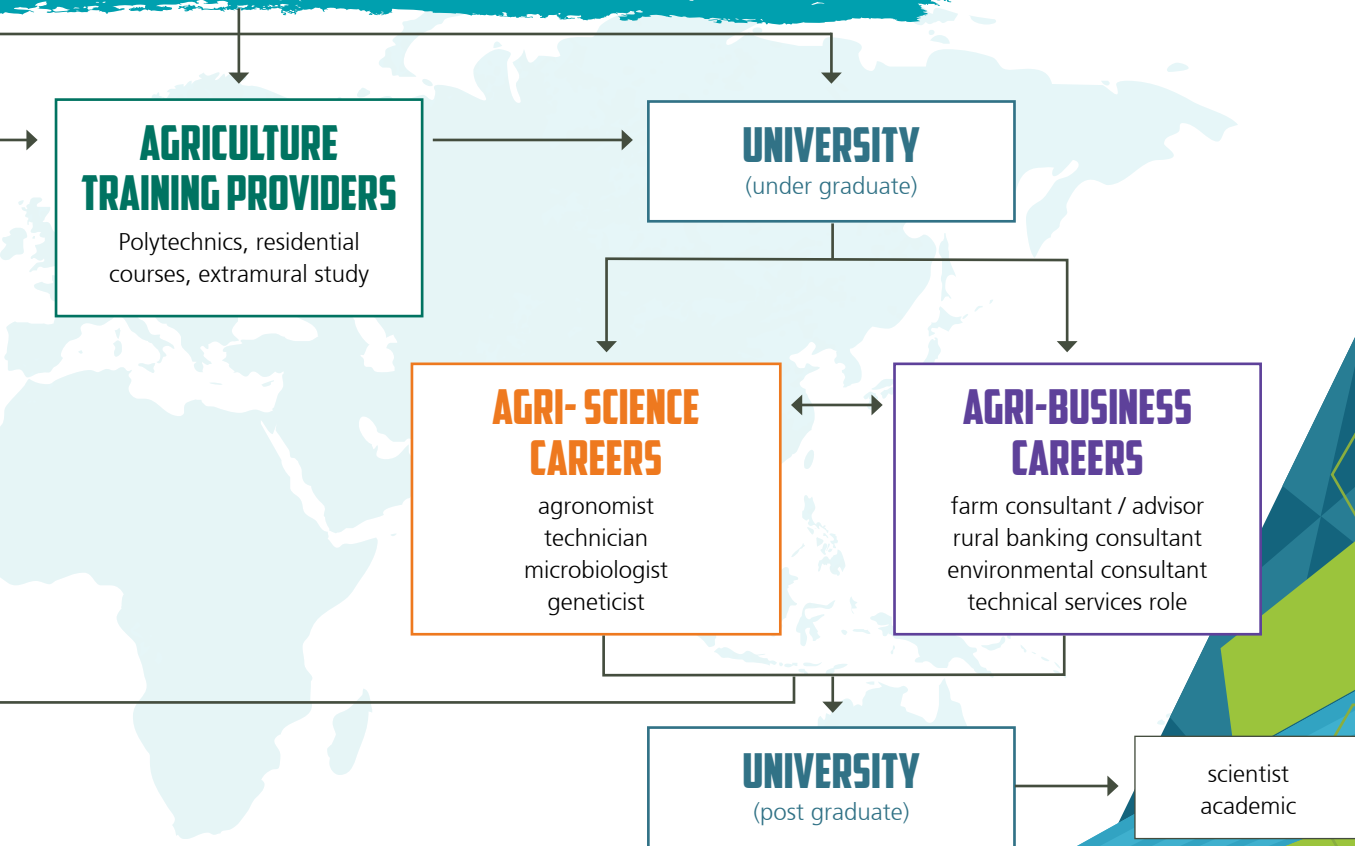
ON-THE-JOB TRAINING

Training while in employment,
on and off site and provided
by employer and/or training
providers

assistant manager or 2IC
farm manager
business / operations
manager

Personal devel

NEXT STEP IN MY DAIRY CAREER?



CONTINUED EDUCATION (LIFE-LONG LEARNING)

Development courses | Specialist and technical courses | Upskilling

WHICH CAREER IS YOUR FUTURE?

THERE ARE A VARIETY OF CAREERS IN THE DAIRY INDUSTRY. A CONTINUALLY CHANGING AND DEVELOPING INDUSTRY MEANS JOBS ARE ALWAYS EVOLVING, YOUR FUTURE JOB MAY NOT YET EXIST!

FARM CAREERS

- Farm assistant
- Herd manager
- Assistant manager or 2IC
- Farm manager
- Business / operations manager
- Variable order sharemilker and contract milker
- 50:50 sharemilker
- Farm owner
- Training others

POSSIBLE WORKPLACES

- Contracting businesses
- On farm
- Rural store

AGRI-SCIENCE CAREERS

- Agronomist
- Animal behaviour scientist
- Crop scientist
- Farm systems scientist / modeller
- Geneticist / molecular biologist
- Microbiologist
- Nutritionist
- Reproduction scientist
- Biometrician
- Technician
- Veterinarian

POSSIBLE WORKPLACES

- Private consultant companies
- Government organisations
- Crown institutes
- Industry good organisations

AGRI-BUSINESS CAREERS

- Accountant
- Agri-business consultant
- Agri-business manager / analyst
- Consent consultant
- Environmental analyst
- Economist
- Environmental engineers
- Environmental consultant
- Farm advisor / or consultant
- Farm solutions manager
- Fertiliser consultant
- Grain and seed agent
- Rural banker
- Sustainable agricultural / dairy advisor
- Technical advisor

POSSIBLE WORKPLACES

• Private farm consultant companies	• Fertiliser companies
• Government organisations	• Seed companies
• Rural lenders	• Agri-chemical companies
	• Agri-business companies



SEARCH THE
CAREERS.GOV.T.NZ
JOB DATABASE TO
DISCOVER MORE

DAIRY FARMING

IT'S NOT JUST FARMING. IT'S A CAREER AND LIFESTYLE

Positive, enthusiastic and driven individuals can have a career dairy farming and gain qualifications and progress their career. You can work your way to the top and own your own business.

Dairy farming offers a career outdoors working in a team and with farm animals, with machinery and technology, pasture and crops; you can keep fit, challenge yourself and learn wide ranging skills that can be applied across multiple industry roles.



A TYPICAL CAREER PATH



DAIRY FARMING JOBS

- **Farm / dairy assistant** – Perfect for someone with little or no experience. You'll learn the basics of day-to-day farming.
- **Herd manager** – Usually requires two to three years on-farm experience plus some training.
- **Assistant manager** – Assist with the management of day-to-day activities linked to farm production including planning and staff management in the absence of the farm manager / owner.
- **Farm manager** – Responsible for meeting farm goals, including all aspects of production, stock, environmental and staff management. Should be involved in the budgeting process but will not set the budget.
- **Business / operations manager** – Responsible for meeting overall business goals including agreeing farm goals with farm owners, planning, reviewing execution and reporting against the farm goals.
- **Variable order sharemilker and contract milker** – You'll manage the owner's cows and the farm and get paid on the basis of the amount of milk you produce.
- **Share-farming** – The land owner provides the land and the share-farmer provides stock and equipment.
- **50:50 sharemilker** – You are your own boss, own your own herd of cows and farming equipment but use someone else's farm. The sharemilker and land-owner split the costs and profits.
- **Farm owner** – own your own farm.

OTHER OPTIONS:

Once you have some farming experience, you might set up a contracting business, work in a rural store, train other people or move into an agri-business career.

CHECK OUT

DairyNZ's farm
role descriptions
and training quick
reference guide.

dairynz.co.nz/roles

ASSISTANT
MANAGER
OR 2IC



FARM
MANAGER



BUSINESS/
OPERATIONS
MANAGER



VARIABLE ORDER
SHAREMILKER AND
CONTRACT MILKER



50:50
SHAREMILKER



FARM
OWNERSHIP

EDUCATION AND QUALIFICATIONS

TO PROGRESS YOUR CAREER, IT'S RECOMMENDED YOU GAIN QUALIFICATIONS, UNDERTAKE ON-THE-JOB TRAINING AND COMPLETE COURSES WHILE YOU WORK.

Depending on your career pathway, you can study a Certificate, Diploma or Degree qualification before you get a job or study part time while in employment in the dairy industry.

School

To support your career, it's recommended you study maths, sciences and business. IT skills are also important.

Training institutions and providers

There are a number of training providers that offer courses for dairy farming from taster courses to National Certificates, Diplomas and Degrees.

Qualifications like New Zealand Certificates in Agriculture (Level 2, 3 or 4) completed while you work are offered by Primary ITO. Other training institutions include polytechnics and offer Level 5 study programmes. Some providers offer fulltime residential-based training courses.

University

Some farmers have a Bachelor degree in an agricultural field, usually from Lincoln University, Massey University or Waikato University.

Degree options:

Bachelor of:

- Agricultural Science (Agri-Science)
- Science (Agriculture)
- Commerce (Agriculture)
- Agribusiness
- Accounting / Economics
- Environmental Science

STARTING OUT TIPS

EMPLOYERS WANT

Employees with the right attitude, skills and a willingness to learn.

GET A MENTOR

Seek someone you respect who can give advice and guidance.

RESEARCH

Ask questions, search the internet, talk to people, visit workplaces and gather information so you make an informed choice.

JOB SEARCH

Ask around or approach a farm; check out Farm Source jobs, Trade Me jobs, Seek, Indeed or Federated Farmers Rural jobs.

MAKE YOUR FIRST JOB COUNT

Build your reputation from day one and you'll go far in the dairy industry.

SEE PAGE 32 FOR TRAINING INSTITUTIONS THROUGHOUT NEW ZEALAND.



FOR TIPS
AND TRICKS TO
GETTING AN
ON-FARM ROLE

dairynz.co.nz/employee

ATHOL NEW

Athol New, FMG Young Farmer of the Year 2016, received a DairyNZ scholarship for his Lincoln University studies.

SCHOOL

Kamo High School 1999-2003 (Northland)

TRAINING INSTITUTE

Lincoln University 2004-2006

CURRENT EMPLOYMENT

Farm Manager, Paerata Dairies

Athol New, a former Kamo High School, Whangarei, student had no farming background. Athol was encouraged by his high school agriculture teacher to study agricultural commerce at Lincoln University.

He now manages two 1100 cow farms for Purata Farms with an operating expenses budget over \$4 million annually. He leads a team of 10 (13 during calving season) near Dunsandel in Canterbury.

"I have learnt and developed skills to manage people and their performance as well as how to run a successful business."

"MY FUTURE IS WITH LARGE, CORPORATE FARMS WHERE THE CAREER OPPORTUNITIES THROUGH THE SCALE OF THE OPERATIONS ARE GREAT."



RUTH HONE

Ruth's dairy career has taken her around the world and seen her represent New Zealand.

SCHOOL

Nga Tawa Diocesan (Wellington)

TRAINING INSTITUTE

Massey University 2008 – 2010
Dairy Training Limited 2014-2017

CURRENT EMPLOYMENT

50:50 sharemilker

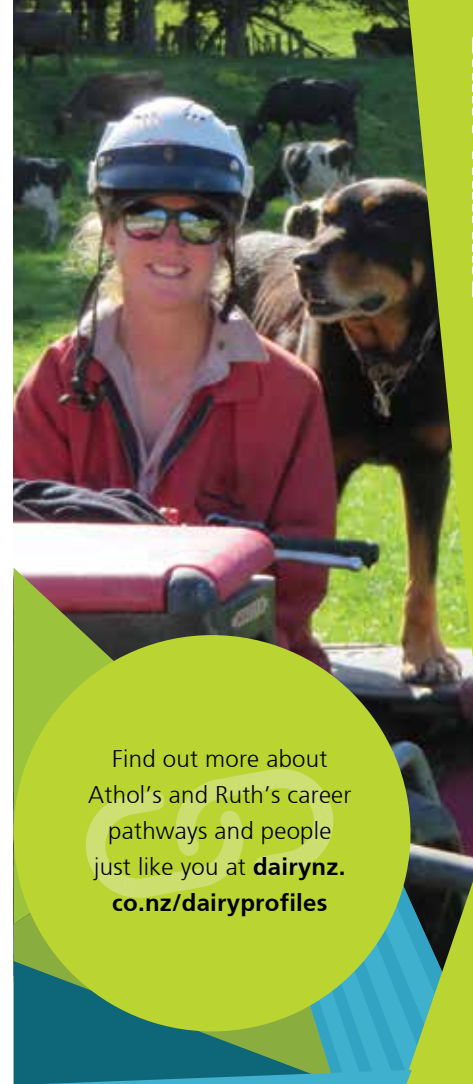
"MODERN DAIRY FARMING REQUIRES SMART MANAGEMENT AND A STRATEGIC APPROACH TO ENSURE SUSTAINABLE GROWTH AND LONG-TERM VIABILITY."

Ruth decided to study a National Diploma of Agribusiness Management to further her long-term business plan goal of owning the farm where she and partner Brett 50:50 sharemilk, "We have a focus on wealth creation that will lead to farm ownership."

The diploma supports theoretical knowledge she gained studying a Bachelor of Applied Science (majoring in Agriculture) from Massey University, "The diploma course meets my needs for knowledge with its broad range of topics all related to how to manage resources both physical and human."

Ruth has several other significant achievements in her career to date. She won the New Zealand Dairy Trainee of the Year Award in 2014 at the Dairy Industry Awards before representing New Zealand as our Ambassador for World Food Day in Bangkok.

In everything she does, Ruth strives for excellence.



Find out more about
Athol's and Ruth's career
pathways and people
just like you at **dairynz.
co.nz/dairyprofiles**

AGRI- SCIENCE

FIND SOLUTIONS TO COMPLEX INDUSTRY
CHALLENGES AND NEEDS



Starting in science gives you flexibility and great skills to diversify into an on-farm, agri-business or science career.

Agri-science careers include crop scientists, geneticists, environmental scientists, animal behaviour scientists and much more. See page 8 for career examples and possible workplaces.

New Zealand research scientists are world leaders in applying new science technologies to this dynamic industry such as gene discovery, plant and animal physiology and molecular genetics.

TECHNICIANS

Research technicians tend to be practical, tactical, and detail-oriented people. They carry out more of the outdoors, hands-on or laboratory-based measurements required for experiments.

Technicians

- Manage and execute the plan for all the field and laboratory methodologies
- Undertake data entry and validation
- Deliver high quality science results to scientists
- Draft reports with the opportunity to co-author publications.

Degree options

Bachelor of:

- Agriculture
- Agricultural Science (Agri-Science)
- Animal Science
- Science

Where next?

You can do a MSc or PhD to become a scientist. Being a technician is a good option if you think you want to work in science, but don't know exactly what you want to do.

SCIENTISTS

Scientists tend to be strategic and creative. They continually question why, and seek to understand. This leads to new ideas to investigate and to test their theories.

Scientists

- Undertake new programmes of research
- Use robust methodologies for science technicians to execute a plan
- Undertake analysis and interpretation of data
- Publish in peer-reviewed scientific journals

- Deliver high quality science results to dairy farmers and public
- Give specialist advice to the industry.

Degree options

Scientists require a doctorate. That typically takes three to four years of full time study. An honours or master's degree is a prerequisite to starting a PhD.

Where next?

You could become a team leader, principal scientist, a general research manager or university academic.

CHECK OUT
agri-science jobs on
page 8.

EDUCATION AND QUALIFICATIONS

CHECK OUT
page 8 for
agri-science
careers

TIPS

School

Recommended secondary school subjects: Chemistry, Biology, Physics, Statistics, Calculus, IT and English.

University

Your first degree – a tertiary entrance qualification, is required to enter further training. A science degree with an agricultural focus is desirable.

INVESTIGATE UNIVERSITY OPTIONS

You may spend the next three to seven years at university. Find out about the course, the campus, city life, and lifestyle you can expect.

GET A MENTOR

A mentor is someone already working or familiar with the career you choose; someone you respect and can use as a sounding board for your ideas.

APPLY FOR A SCHOLARSHIP

DairyNZ offers scholarships for dairy-related fields and GrowingNZ has a list of 150 primary industry scholarships available to young people. Check out **dairynz.co.nz/scholarships** and **growingnz.org.nz**

DAIRYNZ'S FARM SYSTEMS MASTERS SCHOLARSHIPS

A masters scholarship offers a tremendous prospect to kick start a career in research.

DAIRYNZ OFFERS
SCHOLARSHIPS
FOR DAIRY
RELATED FIELDS

**APPLY FOR ANNUAL TUITION FEES
FUNDED FOR UP TO FOUR YEARS**

[DAIRYNZ.CO.NZ/SCHOLARSHIPS](https://dairynz.co.nz/scholarships)

LAURA BUCKTHOUGHT

Laura is a water quality scientist. She loves research. Laura's work has variety with field work, water quality monitoring and reporting.

SCHOOL

Hamilton Girls' High School 1999-2003
(Waikato)

TRAINING INSTITUTE

Lincoln University 2004-2007 (B.Sc with honors, Environmental Science)
AgResearch and Lincoln University 2010-2013 (PhD)

CURRENT EMPLOYMENT

Water quality scientist, Auckland Council

"AFTER GAINING EXPERIENCE AS AN ENVIRONMENTAL CONSULTANT, I REALISED I HAD A GENUINE INTEREST IN RESEARCH AS A LONG TERM CAREER."

Laura's pathway was an interesting one. After graduating from Lincoln University, she worked as an environmental consultant for two years. "During this time I realised my true interest was scientific research, so I undertook a PhD in soil science which got me back to my passion for applied research".

Laura's love of research helped land her ideal job, a scientist position within Auckland Council's Research and Evaluation Unit. The PhD study I did with AgResearch and Lincoln University was key to giving me options and employability in this environmental science area."

The new skills and experience Laura is learning at Auckland Council allow her to continue to develop her career in science and gain new experience in the policy space. Soil science, land use and water quality are all intricately connected and will continue to have relevance to the agricultural and dairy sectors. Having experience and knowledge in all three of these areas is a great career advantage.



RICHARD GEORGE

Richard is a forage plant breeder at PGG Wrightson Seeds, he never knew such roles existed when he started his degree.

SCHOOL

Cambridge High School 2001-2005

TRAINING INSTITUTE

Lincoln University 2006-2009

Lincoln University 2011-2014 (PhD)

CURRENT EMPLOYMENT

Forage plant breeder, PGG Wrightson Seeds

"I NEVER KNEW SUCH ROLES EVEN EXISTED WHEN I STARTED MY DEGREE."

A bachelor of agri-science at Lincoln University served as an ideal platform for Richard to not only learn about but experience the magnitude of career opportunities available in the agricultural sector.

After graduation and a few years of seed industry experience, Richard specialised further by undertaking a PhD to 'future proof' himself in a science-orientated industry that is constantly evolving.

Richard's role involves a diversity of jobs, ranging from operating farm machinery, right through to planning and carrying out genetic experiments. The application of leading-edge science to deliver positive outcomes for the agricultural industry is one his most rewarding roles. Richard co-ordinates with other breeders, agronomists, farmers and scientists in both New Zealand and overseas. He has excellent career prospects.



CHECK OUT
dairynz.co.nz/dairyprofiles
to find out more about
people just like you.

NICOLA LAW

Nicola really enjoys working with animals so did a Bachelor of Science degree with Honours majoring in Animal Science.

SCHOOL

Waikato Diocesan School for Girls 2005-2009 (Waikato)

TRAINING INSTITUTE

Massey University 2010-2013

CURRENT EMPLOYMENT

Senior research technician, DairyNZ

"EACH DAY IS DIFFERENT DEPENDING ON WHAT NEEDS TO BE DONE ON THE VARIOUS TRIALS WE ARE RUNNING."

Nicola loves the variety in her work, "Each day is different depending on what needs to be done on the various trials we are running. I especially enjoy being able to work outdoors most days."

The challenge of working within research keeps Nicola interested, "We have to work out the logistics of collecting accurate data for some very large and intensive trials and we are constantly learning new things with the different trial purposes."

Nicola started as an Assistant Research Technician. During her summer holidays she worked on her parents' dairy farm then got a placement at Massey to work on a research project.

Nicola's tip? "Don't think that the only option of being involved in dairying is to milk cows! There are so many jobs and opportunities within the dairy industry besides working on a farm."



NICOLE STEELE

Nicole undertook her PhD research at Virginia Tech in Virginia, America.

SCHOOL

Morrinsville College 2005-2009 (Waikato)

CURRENT EMPLOYMENT

Virginia Polytechnic Institute and State University, USA (PhD study)

TRAINING INSTITUTE

Massey University 2010-2015

"BEING FROM A DAIRY FARM I WANTED TO KNOW WHY COWS WERE GETTING SICK AND WHY THEY WERE HAVING MASTITIS ISSUES."

After completing her Bachelor of Science degree in 2012, Nicole began her employment with DairyNZ as a post-graduate student and was supported to complete her Master of Science Degree also at Massey University. "I wanted to do something that would ultimately help farmers because that is what [DairyNZ] are here for." Both her Masters and PhD research is in the area of mastitis detection and diagnosis.

Nicole's long-standing interest in animal health, specifically mastitis and its impact on bovine health, is the reason she undertook PhD research at Virginia Tech in Blacksburg, Virginia.



CHECK OUT

dairynz.co.nz/dairyprofiles

to find out more about
people just like you.

AGRI-BUSINESS

PROVIDE PROFESSIONAL SERVICES TO FARMERS
AS A TRUSTED EXPERT

Agri-business careers include a range of skilled, professional technical services to farmers and farm businesses. These include farm consultants, environmental engineers, fertiliser consultants, rural bankers, vets and other technical service sale representatives.

An average farmer uses about ten different advisors to help run their farm business.

As a trusted expert in your chosen field, you will become a respected and valued advisor. The relationships you develop in the rural community are often life-long.

EDUCATION AND QUALIFICATIONS

School

It's recommended you study English, Biology, Chemistry, Statistics and Modelling; Science, Maths with Calculus, Economics / Accounting, Geography.

University

It's preferred you have a tertiary qualification.

FARM CONSULTANT / ADVISOR

Farm consultants help farmers develop their business and create wealth by providing an advisory service. This is often through one-on-one meetings, discussion groups and field days. They also assist farmers with developing their financial and business management skills to increase farm profitability and growth; they are a trusted source of information.

Typical tasks

- Visit farmers regularly
- Help farmers set business goals and develop business plans by giving advice on financial, business planning and farm management
- Provide farmers with decision-making support

- Research information requested by farmers
- Run training and seminars on a variety of farm management business topics
- Provide sound and unbiased advice
- Property supervision

Degree options

Bachelor of

- Agricultural Science (Agri-Science)
- Science (Agriculture)
- Commerce (Agriculture)
- Agribusiness
- Economics-Agriculture



CHECK OUT
possible agri-
business jobs on
page 9.

RURAL BANKING CONSULTANT

Rural banking consultants are the key link between farmers and the bank. They work one-on-one with farmers to assess financial situations and develop solutions; develop lending applications; facilitate meetings within farm business teams and work with farmers to best meet their financial needs and business goals.

Typical tasks

- Lending applications
- Visit farmers regularly
- Provide farmers with decision-making support
- Account analysis
- Farm business plans (mainly financial)
- Develop and monitor budgets
- Provide advice

Degree options

Bachelor of:

- Agricultural Commerce
- Agricultural Science (Agri-Science)
- Agribusiness
- Commerce
- Business Studies
- Accounting / Economics

ENVIRONMENTAL CONSULTANT

Environmental consultants help to protect our environment while maintaining farm productivity. Many of these roles are with large companies / organisations such as regional councils, DairyNZ, Fonterra, Opus – this is not an exclusive list. The environmental consultant's job is to reduce pollution by carrying out tests, monitoring performance, and working with farmers to improve systems.

Typical tasks

- Assessing environmental risk and supporting on-farm change
- Relationship management (communities, farmers, and interested parties)
- Monitor and assess sources of environmental contaminants and develop ways to control these
- Develop environmental policies and plans using ecological, mathematical, or physical science data
- Provide technical advice to farmers, members of the public, interest groups, local iwi, regulatory bodies, or local government authorities
- Water monitoring for resource consent conditions
- Take part in projects to help better the environment

Degree options

Bachelor of:

- Science (with environmental papers)

- Environmental Science
- Environmental Management and Planning
- Agricultural Science (Agri-Science)
- Fresh Water Ecology

TECHNICAL SERVICES ROLES

Technical services roles may sell grain, seeds, fertiliser, chemicals, genetics, farming supplies and crops to farmers depending on who they work for. They may also advise farmers on farming issues, assist in harvesting and arrange the sale of farmers' produce.

Typical tasks

- Advise farmers on the use of the product they represent and how it will contribute to their business
- Provide technical support to farmers on their products

- Supply seeds, grain, sprays and fertilisers to farmers
- Advise farmers on pasture and crop varieties, the planning and rotation of crops; and how to plant and harvest crops
- Advise farmers on weed and pest control, and fertiliser use
- Organise the harvesting of crops
- Talk to clients about products and update product information materials
- Build relationships with farmers and keep in contact with them to provide support and answer their enquiries
- Find and contact potential new customers
- Run and attend trade shows, conferences and field days

Degree options

Bachelor of:

- Agricultural Science (Agri-Science)
- Science
- Commerce (Agriculture)
- Agri-business

CHECK OUT
web links
on the back cover.

STACEY BELTON

SCHOOL

St Peter's School, Cambridge (Waikato)

TRAINING INSTITUTE

Lincoln University 2010-2013

CURRENT EMPLOYMENT

Agricultural consultant, AgFirst

"I WORK WITH SOME INTELLIGENT,
EXPERIENCED PEOPLE, AND
PARTICIPATE IN SOME BIG
PROJECTS."

Stacey grew up on a dairy farm in the Waikato which developed a passion for agriculture.

After three years of studying, Stacey found she enjoyed farm management papers the most.

"My Honours project involved looking at the sustainability of system-5 dairy farms in the Waikato. This helped me gain a position with AgFirst."

Stacey's long-term goals include remaining with AgFirst and continuing to enjoy the professional support offered in a large consulting firm and the variety of challenges it offers.

"I work with some intelligent, experienced people, and participate in some big projects."

CHECK OUT
dairynz.co.nz/dairyprofiles
to find out more about
people just like you.



JULIAN RETI-KAUKAU

SCHOOL

Rotorua Boys' High School (Bay of Plenty)

TRAINING INSTITUTE

Massey University (extramurally)
2014-current

CURRENT EMPLOYMENT

Consulting officer, DairyNZ

"I LIVE AND BREATHE FARMING. IT'S NOT JUST A JOB TO ME. BUT A WAY OF LIFE. I LOVE THE LAND AND WHAT IT DOES IN PROVIDING HEALTHY NUTRITIOUS FOOD FOR THE PEOPLE."

Julian started as a farmhand working for a sharemilker then six years working on farms in the Far North, Hauraki Plains and Rotorua. He then left the dairy shed, spent two years working for Agriculture NZ tutoring young people, before working as a DairyNZ consulting officer.

"I enjoy the face to face interaction with farmers and lending my knowledge to help farmers find solutions to their challenges on farm and within their farming business."

Julian strongly encourages young people to talk to their school career advisers and do a day's work on a farm or within a rural related business.

In the future, "I would like to attract people to populate the back blocks of this country. I want farmers to get the best sustainable long-term income for their food/ products and I want the wealth to stay within the family business, rural people, local community, schools, sports clubs etc. I am very interested in a role as a government minister or having my own business."



SAMANTHA ROBINSON

SCHOOL

Southland Girls' High School (Southland)

TRAINING INSTITUTE

Lincoln University 2011-2013,
(Bachelor of Science)

CURRENT EMPLOYMENT

National fodder beet technical specialist,
Agricom

**"GO OUT FOR A DAY WITH PEOPLE
IN THE INDUSTRY THAT INTERESTS
YOU."**

Sam's career tips? "Your idea of what you want to do when you leave school by the time you finish university may change multiple times, so keep your studies broad so you open yourself up for endless opportunities. Pursue something you are interested in, as usually, you will be good at whatever that may be."

Throughout school, Sam loved the sciences and growing up on a dairy farm was interested in what made pastures and crops grow.

Sam suggests high school students, "Go out for a day with people in the industry that interests you to get the best insight into whether the job is for you or not."

Sam is national fodder beet technical specialist with Agricom, a role she is passionate about. "Fodder beet has become very popular throughout New Zealand in many different farming systems, I am excited to be involved with this and share my knowledge and experience with farmers and the industry."



MARK GASQUOINE

SCHOOL

St Paul's Collegiate (Waikato)

TRAINING INSTITUTE

Otago University 2008-2012 (Bachelor of Applied Science)

CURRENT EMPLOYMENT

Sustainable agricultural advisor, Waikato Regional Council

"I AM PASSIONATE ABOUT WORKING WITH FARMERS. SEEING POSITIVE CHANGES ON FARM AND IN THE MIND-SET OF FARMERS DRIVES MY ENTHUSIASM."

Mark grew up on a dairy farm which fuelled his enthusiasm for a career in the agricultural industry and for farming in a way that would leave the land in a better state for the future.

After completing university, Mark joined the Sustainability Team at DairyNZ. This enabled him to build skills in communicating with farmers, expand his technical knowledge, and create valuable contacts which kick-started his career.

In his current role at Waikato Regional Council, Mark works with farmers to ensure they are operating at environmental best practice and within certain requirements. He regularly engages with farmers, rural professionals and other groups to ensure industry-wide collaboration – giving him plenty of opportunities to get out of the office and onto farms!

Find out more about
people just like you
at [dairynz.co.nz/
dairyprofiles](https://dairynz.co.nz/dairyprofiles)

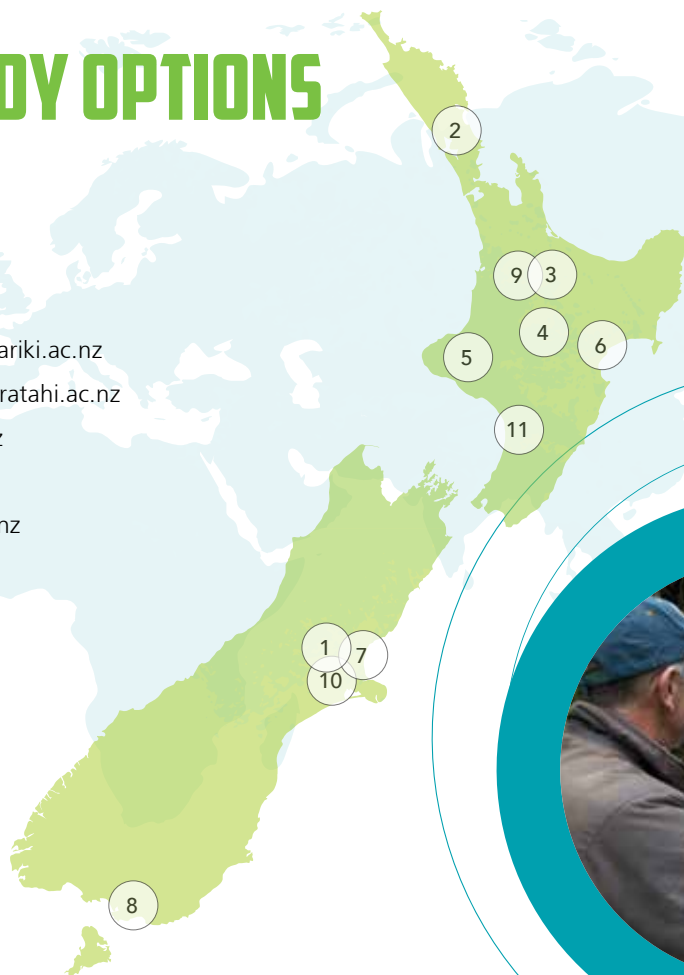


TRAINING AND STUDY OPTIONS

New Zealand leads the world in dairying

1. **Telford Campus** – telford.ac.nz
2. **NorthTec** – northtec.ac.nz
3. **Wintec Waikato** – wintec.ac.nz
4. **Toi-ohomai Institute of Technology** – waiariki.ac.nz
5. **Taratahi Agricultural Training Centre** – taratahi.ac.nz
6. **Eastern Institute of Technology** – eit.ac.nz
7. **Ara Institute of Canterbury** – ara.ac.nz
8. **Southern Institute of Technology** – sit.ac.nz
9. **University of Waikato** – waikato.ac.nz
10. **Lincoln University** – lincoln.ac.nz
11. **Massey University** – massey.ac.nz

Primary ITO training
generally takes place at your
workplace nationwide.



DO SOMETHING
THAT REALLY
MATTERS
GROW YOUR FUTURE WITH
DAIRYING

Dairynz 

KEY LINKS

DAIRYNZ.CO.NZ/SCHOLARSHIPS

Find out if you meet the criteria for a DairyNZ scholarship and how to apply.

DAIRYNZ.CO.NZ/EMPLOYEE

Get the best out of your career in the dairy industry. Find out where to find work, a typical day on farm, employee and employer expectations, writing a CV and much more.

GODAIRY.CO.NZ

Explore New Zealand dairy farming.

GROWINGNZ.ORG.NZ



Primary industry jobs by type and description and primary industry scholarships.

CAREERS.GOV.T.NZ



Search careers, find out about salary, qualifications and work prospects. Know yourself, get career ideas and take action.

NZYOUNGFARMERS.CO.NZ



Social network for rural youth which develops the leadership and personal skills of members through participation and achievement.

SOCIAL MEDIA

[BRIGHT KIWIS](#)



Connect with and find out about other young people. A place to celebrate bright kiwis and all things good in the dairy industry.

[ROSIE'S WORLD](#)



Rosie is DairyNZ's 'Cowbassador'. She is the face of New Zealand's 5 million dairy cows.

[YOUNG COUNTRY](#)



Entertains, informs and inspires its readers with stories of people who live on the land or work with people that do!

DairyNZ

ABOUT DAIRYNZ



DairyNZ invests dairy farmers' money into research, events, services, education and policy to secure and enhance the profitability, sustainability and competitiveness of New Zealand dairy farming.

Download or order
this booklet from
**[dairynz.co.nz/
publications](http://dairynz.co.nz/publications)**