

Job Description

Job Title	Business Manager – Livestock Inputs	Employee Name	
Reporting to	Head of Livestock, Commercial Services & Supplies	Responsible For	Livestock BU
Location	Honingham Thorpe, Colton, and any other reasonable locations as required		

Overview of Role

Work with the Head of Pillar to maximise commercial business opportunities across AF's national Livestock membership base to identify sales opportunities in the key market sectors. Develop the national supplier portfolio to provide the best value and service for AF members. Maximise AF's rebate income and Affinity's profit via a combination of cross selling activities and actively contribute to the wider pillar wide business objectives and targets.

Principal Duties and Responsibilities

- Responsibility for sourcing and purchase of all products within product group by developing long-term purchasing strategies with suppliers. Negotiating and ensuring terms are current with suppliers and work within any relevant regulations
- Maintain AMTRA registration, AF's Veterinary Medicines Directive (VMD), Soil Association and UFAS accreditation
- To proactively identify new business opportunities for AF, and work towards increasing member commitment and volumes
- Develop new and existing product areas
- Link with Farmbuyer and First Milk in relation to suppliers
- Attend Shows/Events as required by the role
- Ensuring other team members are kept informed of any relevant supplier/product/member information
- Creating and maintaining communication with members, including establishing relationships by calling all relevant new members, contributing towards email and text alerts/newsletters and any other member communication material, to keep them up to date with markets and any relevant product information
- Contribute to business plan and budget forecasting, reporting on performance through monthly board reports
- Manage and develop the Business Unit team members to exceed the department business targets and KPI's in line with the business plan
- Effectively manage AF Feed groups to increase sales and member commitment and protect AF's purchasing risk through appropriate back-to-back Feed agreements with suppliers and members
- Monitor relevant commodity markets
- To manage your team effectively, including dealing with day-to-day issues (e.g. sickness/holidays), ensuring adequate cover is maintained at all times

General Duties and Responsibilities

- Embed SERV values in trading desks activities and all member interactions
- Proactively identify member new business and supplier opportunities for AF
- Adhere to company policies and procedures
- Acting in a professional and ethical way, promoting the activities of AF at all times.
- Maintain the highest levels of confidentiality pertaining to all AF business
- Support and adhere to AF's business charter
- Maintain a safe working environment in line with the HSE policy

Performance Measures

- Business unit turnover, volume and rebate income
- Pillar wide KPI's
- Business plan objectives
- Complete objectives outlined in annual PDR

Person Specification**Qualifications & Experience**

- Management experience in particular within diverse Feed and Livestock markets including their pricing structures and market operations
- Preferably AMTRA qualified or working towards
- Sound agricultural background
- Demonstrate an awareness of pricing in the market
- Clear understanding of market(s) in which AF operates
- Previous management experience essential

Personal Qualities

- Driven and motivated
- Awareness of the external market both nationally and globally
- Used to working to very tight deadlines in a fast-paced environment
- Team player but also able to work alone and use own initiative
- Willingness to self-learn
- Proactive
- Be willing to keep up to speed with industry changes

Signed (Employee):**Signed (Manager):****Date:**