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| **Food Scientist** * A food scientist has the training to properly process dairy products, serve as a Quality Control Technician, provide technical support for sales positions associated with specific products, and play a role in research and development in food production.

**Lobbyist*** A lobbyist builds relationships with elected and government officials to educate them on agricultural issues, advises on proposed laws, testifies at hearings, prepares position papers, and facilitates farmer meetings with decision makers.

***Northeast Dairy Producers Association www.nedpa.org*****Dairy Equipment Technician*** The technician diagnoses and solves milking equipment operation issues, which includes electrical and refrigeration systems, along with installing new equipment, and working directly with farmers to assist with quality milk production.

**Pharmaceutical Salesperson*** The pharmaceutical representative’s role is to improve health and wellness of animals by educating vets and producers about products and programs by working directly on farms with veterinarians.

**Dairy Cow Nutritionist*** Job tasks include analyzing feedstuffs, production records and cow health to develop rations for the dairy herd while working directly with dairy farmers.
 | **Dairy Herd Manager*** The herd manager oversees daily management of the herd including animal treatment, recordkeeping, managing people/employees, making decisions on animal care in regards to the production of high quality and quantity of milk.

**Communications Professional*** A communicator develops and manages corporate communications and education programs, creates executive level speeches for membership, manages all corporate media relations, coordinate membership and partnership meetings within the industry.

**Crop Consultant*** Crop consultants work directly with farmers to soil test, make soil fertility recommendations, scout for pests, facilitate nutrient management planning, all in helping farmers to be better stewards of the land.

**Ag Engineer/Environmental Resource Technician** * Develop solutions to enable dairies to operate while decreasing the impact of animal agriculture on the environment by evaluating sites and implementing accepted practices to improve water quality.

**Graphic Designer*** The graphic designer designs and communicates messages on behalf of dairy farmers, and also for companies who support the agricultural industry. The job includes creating marketing materials, newsletters, websites, etc.

**Business Planner*** The business planner prepares financial statements, milk check analysis, budget reports, develops educational programs for farmers, and provides support for business planning and farm transition.

animal treatment, recordkeeping, managing  |

**Take a look! In addition to being a dairy farmer, there are many exciting careers that encompass the dairy industry.**

***Northeast Dairy Producers Association www.nedpa.org***

**Genetic Analyst**

* A genetic analyst helps farmers evaluate and plan for genetic improvement of the herd, and also perform research and development on improving animal traits for healthier animals.

Careers in Dairy

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| **Agricultural Business Attorney*** Ag lawyers provide legal services to farmers to help minimize taxes, assist with ownership transactions, and draft legal documents such as such as partnership agreements, leases and wills. Attorneys also assist farmers by working on labor and immigration issues.
 | **Nutrient Management Planner** * Nutrient management planners work closely with farmers to implement a whole farm approach to nutrient management from cow to field, implementing practices to ensure maintenance of soil health and water quality.
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| **Builder*** A builder for a dairy farm must have engineer or architecture training to design buildings unique to dairy operations, and be able to manage large scale building projects.
 | **Environmental Attorney*** Coupled with agricultural knowledge, an environmental attorney can assist farmers by interpreting and defending environmental law on their behalf.
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| **Ag Lender/Banker*** An ag lender provides financial management, loan programs, credit analysis and budgeting to farmers by working directly with them and setting financial goals.
 | **Human Resource Manager*** A human resource manager on a farm oversees the recruiting, interviewing, and hiring of new employees, handles employee relations, compensation, benefits, safety, performance and adhering to all labor compliance rules.
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| **Equipment Technician*** An equipment technician services farm equipment and has working knowledge of diesel engines, electrical systems, and have ability to weld equipment.
 | **Veterinarian*** Veterinarians benefit the dairy industry by focusing on maintaining the health of individual animals while maximizing the productivity of dairy herds by focusing on helping dairy farmers manage their farms in a more healthy, efficient and profitable way.
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| **Field Representative** * A field representative for milk cooperatives offers support and service to member farms by inspecting dairies, working with state and federal regulators, animal welfare inspections, and troubleshooting on-farm issues.
 | **Dairy Marketer*** A dairy marketer’s role is to oversee the sales and marketing of raw milk to dairy processors by negotiating the sale of milk, monitoring supply, and responds to issues ranging from delivery time to quality issues.
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*Various information contained here courtesy of the PA Center of Dairy Excellence*