



**French Network for Education  
and Research in Life Sciences**

**AGRO**ECOLOGY - **AGRO**RESOURCES - **AGRO**FOOD

# Job prospects

An overview of the accessible careers  
after graduation



# KEY FIGURES

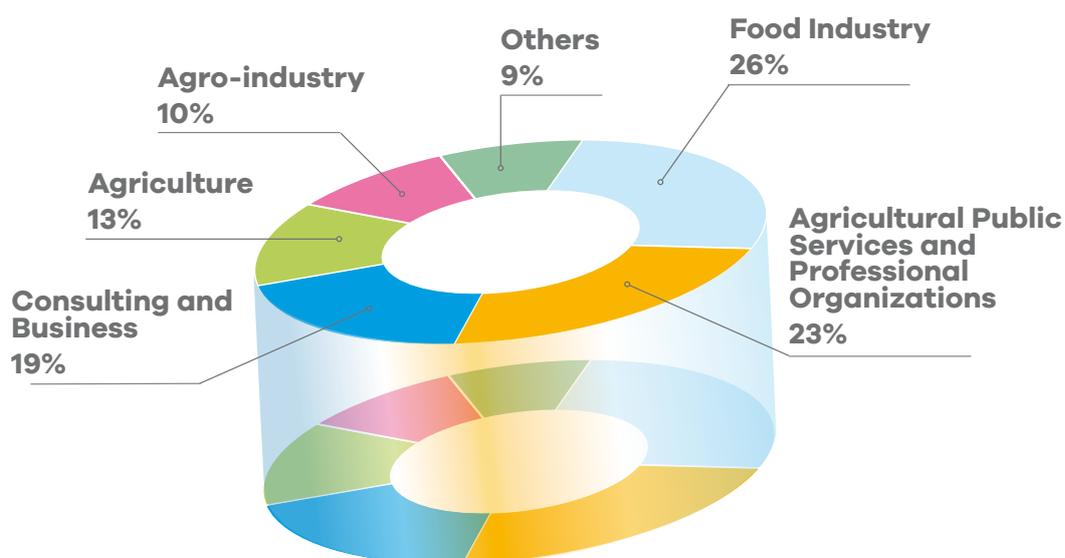
## France

- Top agricultural producer in the European Union.
- Second-most global agricultural and agri-food exporter, after the USA.
- Number 4 exporter of processed food products in the world.

## Agri-food activities

- The number 1 industrial sector in France.
- Greater value than the automotive and metalwork industries.
- Agriculture + Agri-food = 14% of jobs in France.

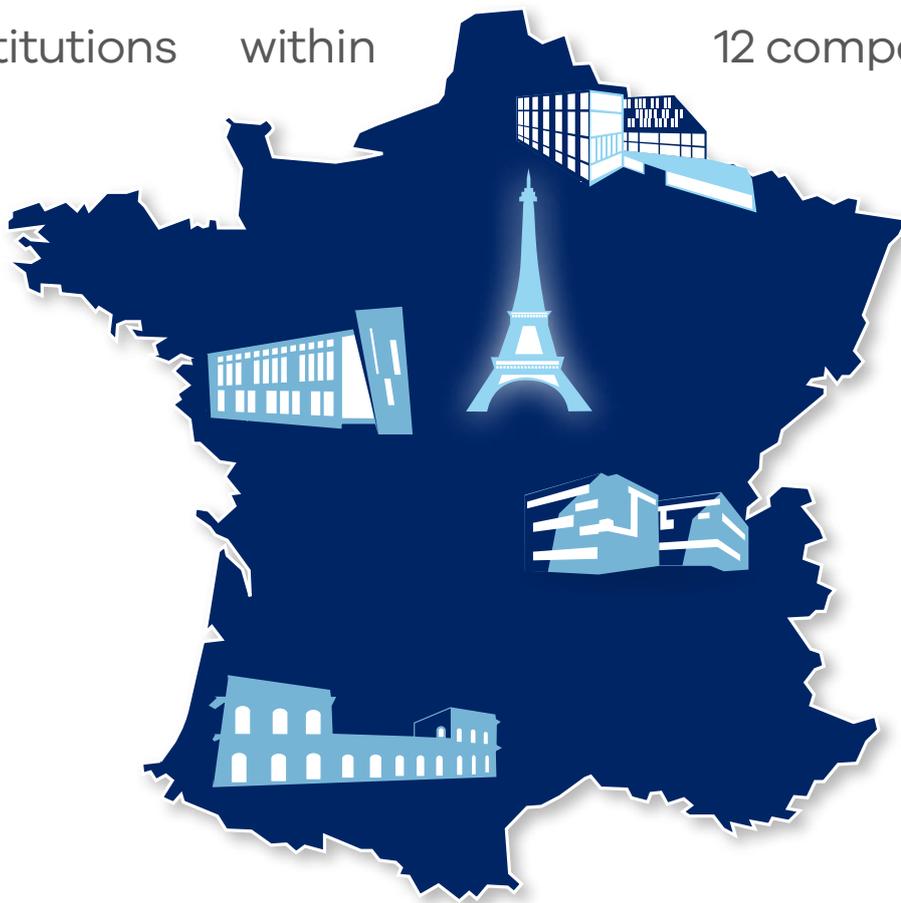
## Job prospects



# France Agro<sup>3</sup>

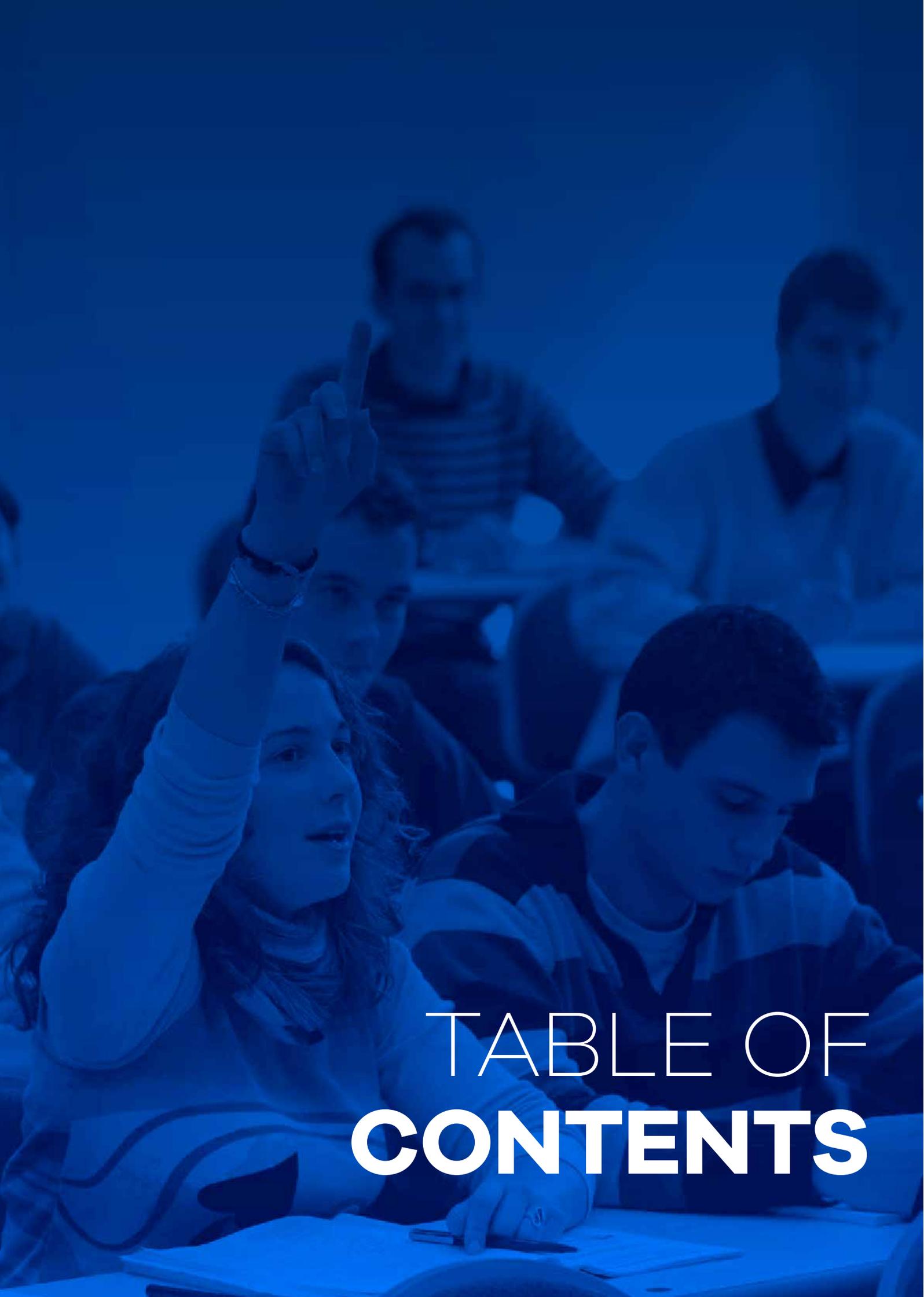
## Four Higher Education Institutions located in four cities:

- Four university clusters gathering between 32,000 and 160,000 students
- Four regions that lead the way in the agriculture and agri-food sectors
- Four institutions within 12 competitiveness clusters



## The strengths of the **network**

- Shared human and educational values.
- Mutual enrichment: expertise in a diverse range of local topics, a close-knit network of scientists and entrepreneurs.
- Synergies and international partnerships.
- Curriculum development, innovation in teaching and learning, research projects, study presentations.



# TABLE OF **CONTENTS**

We have chosen to highlight certain jobs in various sectors of activity among those accessible after graduating from our institutions

### **Research - Teaching**

Sensory Analyst  
Research and development director  
Professor - Researcher

### **Technical and professional organisations**

Agro-environmental adviser  
European affairs adviser  
Vocational training manager

### **Agricultural production**

Farmer  
Cellar master  
Livestock production manager

### **Agri-food product processing**

Product development engineer  
Methods and scheduling engineer  
Production engineer

### **Marketing - Sales**

Business development manager  
Sales manager  
Sales engineer

### **Logistics & supply chain**

Supply chain engineer  
Cooperative distribution manager  
Customer service manager

### **Banking - Insurance - IT**

Agricultural market credit analyst  
Key account manager  
Industrial controller

### **Environment**

Agro-environmental & biodiversity officer  
Environmental engineer –  
Renewable energy & biogas production  
Water Supply Network manager

### **Human resources - Communication**

Communication officer  
Human resources manager

# RESEARCH – TEACHING

## SENSORY ANALYST

### JOB DESCRIPTION

Performs tailor-made tests to ensure that a product will appeal at large, i.e. taste, touch, smell, hearing and sight. Selects quantitative or qualitative data and monitors these regularly or on a one-off basis for management, the customer department or users. Works with the R&D, Quality, Product and Marketing departments. Requires strong knowledge of sensory analysis and data processing techniques.

### TYPES OF COMPANY

- Agri-food industries
- Design offices
- Analysis laboratories
- Public research
- Technical institutes

### CAREER PROSPECTS

- Sensory Analysis Manager
- R&D Manager
- Quality Manager

### PERSONAL PROFILE

Rigorous, methodical, analysis and analytical mind, interpersonal skills, pragmatic, well-organised, time management skills, leadership skills.

## RESEARCH AND DEVELOPMENT DIRECTOR

### JOB DESCRIPTION

Defines and oversees the R&D strategy. Manages and develops relationships with external service providers (public and private laboratories, higher education institutions, etc.). Works directly with the production, marketing, sales and quality departments. Requires excellent knowledge of analytical techniques, data processing and project management.

### TYPES OF COMPANY

- Higher education institutions
- Public research
- Agricultural suppliers
- Seeds
- Animal nutrition
- Animal health
- Non-food chemical processing
- Pharmaceuticals
- Cosmetics
- Biotechnologies
- Industrial equipment
- Packaging

### CAREER PROSPECTS

- Production Director
- Quality Director
- Managing Director

### PERSONAL PROFILE

Diligent, willing and able to take strategic decisions, analysis and analytical mind, committed, dynamic, motivated, proactive, management skills, interpersonal skills.

# RESEARCH – TEACHING

## PROFESSOR/RESEARCHER

## TESTIMONY

### JOB DESCRIPTION

Delivers lectures and classroom teaching in his/her specialist field, marks examinations. Publishes articles in his/her field, attends conferences. Supervises dissertations and theses. Works with the entire teaching and learning team and with the Research Director. Requires excellent knowledge in his/her specialist field, project management and curriculum development.

### TYPES OF COMPANY

- Higher education institutions
- Public research

### CAREER PROSPECTS

- Institution Director
- Research Director
- Academic Director

### PERSONAL PROFILE

Rigorous, writing skills, analysis and analytical mind, independent, open-minded, a passion for teaching, teaching skills.

*"I am currently employed as a teacher for The Royal Academy of Bhutan who envisions a new approach to education, one which is focused on the holistic development of students in all areas of development including social, emotional, physical, cognitive, and spiritual. I am undergoing a 15-month teacher training period during which we are tasked with developing the new curriculum along with the selection criteria for students and the shaping of the future for what is sure to be a unique institution in Bhutan and the world. In terms of relating to the Agroecology MSc at ISARA, I am planning to work together with the Ministry of Agriculture and the Ministry of Education to develop a future class XI and XII Agriculture Entrepreneurship curriculum. "*  
**Benjamin, Teacher**

*"I am working in Ethiopian Biodiversity Institute, animal biodiversity directorate with a position of animal ecologist - Associate Researcher and Director of Animal Biodiversity Directorate. My job consists in writing research proposals and developing a project on conservation and sustainable utilization of animal genetic resources. To accomplish this, I must participate and coordinate the characterization and identification activities of the genetic resources. Based on our identification we will carry out in-situ and ex-situ conservation activities and further on facilitation of sustainable utilization through training and awareness raising activities etc."*  
**Abraham, Associate Researcher**

# TECHNICAL AND PROFESSIONAL ORGANISATIONS

## AGRO-ENVIRONMENTAL ADVISER

### JOB DESCRIPTION

Develops practical solutions to specific problems, such as cleaning up a polluted river, improving waste collection, or updating plant treatment products. Works directly with farmers, local authorities, industrial companies and design offices. Requires excellent knowledge of farming techniques and environmental management.

### TYPES OF COMPANY

- Chambers of agriculture
- Federations
- Joint trade organisations
- Consortia
- Technical institutes
- Voluntary organisations
- Agricultural supplies
- Agrochemicals
- Design offices
- Consulting firms
- Water catchment companies
- Collection
- Water treatment
- Waste processing and disposal
- Eco-building companies

### CAREER PROSPECTS

- Department Manager
- Organisation Manager

### PERSONAL PROFILE

Diligent, passion for fieldwork, knowledge of the farming sector, pragmatic, persuasive, proactive, results-oriented, team player, interpersonal skills.

## EUROPEAN AFFAIRS ADVISER

### JOB DESCRIPTION

Provides advice on legal and taxation matters, and assists individuals or corporate entities on matters or actions with legal implications. Works with the organisation's other advisers (management, technology). Requires excellent knowledge of law and taxation matters, particularly in relation to the agricultural sector.

### TYPES OF COMPANY

- Public authorities and official bodies
- Chambers of agriculture
- Unions
- Federations
- Joint trade organisations
- Management centres
- Auditing and strategy consulting firms
- Consulting firms

### CAREER PROSPECTS

- Legal Affairs Manager
- Department Manager
- Organisation Manager

### PERSONAL PROFILE

Mobile, rigorous, language and writing abilities, responsive, adaptable / multi-skilled, proactive and persuasive, capacity for dialogue and interpersonal skills

## VOCATIONAL TRAINING MANAGER

### JOB DESCRIPTION

Identifies learner needs, develops a suitable teaching and learning scenario, produces and manages a training budget, implements training quality insurance measures. Creates and proposes internal and inter-company training programs to HR managers or company managers. Requires excellent communication, organisation and management skills.

### TYPES OF COMPANY

- Local authorities
- Educational institutions
- Adult training providers
- Chambers of agriculture
- Federations, joint trade associations, consortia
- Agricultural suppliers
- Agri-food industries
- Cooperatives
- Trades
- Auditing and consulting firms

### CAREER PROSPECTS

- Training Manager
- HR Manager
- Training Organisation Director

### PERSONAL PROFILE

Diligent, willing and able to take strategic decisions, management skills, methodical, dynamic, motivated, open-minded, team player.

## TESTIMONY

*"My main tasks are to offer support to farmers' groups, to develop a visual identity for sales outlets and establish communication and promotion policies for the concept as well as represent the association outside the network and facilitate and manage the life of the association. The great diversity of daily tasks and fields of activity, the contact with the producers, the local and political institutions, the problems of short circuits and of sales are the main interests in the job of a network facilitator.*

*Good knowledge of the agricultural sector and the acquisition of general training have made me versatile and multidisciplinary."*

**Aurélie, Network facilitator for farm producers**

*"My tasks vary greatly according to the projects. I coordinate a collective operation of carbon footprints. The challenge of my position is to help regional agribusinesses to respond to environmental issues. I am responsible for setting up and carrying out a collective operation on energy performance indicators and participating in a European project on good environmental practices and the best technologies available for the agrifood industry. Dealing with a wide variety of technical topics, having a lot of exchanges with various companies and partners and building long-term relationships with them really motivate me. The training that I received is a solid foundation that allows you to feel comfortable even with very technical and varied matters."*

**Yvan, Technological Development Consultant - Environment**

# AGRICULTURAL PRODUCTION

## FARMER

### JOB DESCRIPTION

Manages a livestock and/or crop farm (managing technical, accounting and administrative matters), with a view to generating income, managing the rural area and protecting the environment. Optimises his/her production system in line with the local pedo-climatic, social, economic and regulatory environment. Requires excellent knowledge of agronomy, animal and/or plant physiology, mechanisation, management and regulation.

### TYPES OF COMPANY

- Livestock production
- Crop production
- Crop-livestock farming

### CAREER PROSPECTS

- Professional representative
- Engineer in professional organizations

### PERSONAL PROFILE

Passion for fieldwork and operations, management skills, knowledge of the farming sector, pragmatic, organisational skills, time management skills, interpersonal skills, team leadership.

## CELLAR MASTER

### JOB DESCRIPTION

Organises the entire production process, from harvest through to sale. Develops upstream (vineyard) and downstream (cellar) technical policy with the support of technical advisers where applicable. Is responsible for wine quality management and traceability, and manages a team. Reports directly to the Managing Director or the Board of Directors. Leads a technical team. Requires experience in personnel management, in-depth knowledge of site technical organisation matters, and expertise in wine and wine production sector standards and quality procedures.

### TYPES OF COMPANY

- Wine production
- Agri-food industries
- Cooperatives
- Trades

### CAREER PROSPECTS

- Estate Manager
- Technical Engineer
- Estate Director

### PERSONAL PROFILE

Rigorous, passion for fieldwork, problem-solving skills, independent, well-organised, time management skills, versatility, communication skills, team player.

# AGRICULTURAL PRODUCTION

## LIVESTOCK PRODUCTION MANAGER

### JOB DESCRIPTION

Handles relationships between farmers and the processing company, focusing in particular on livestock batches, hygiene, veterinary treatment, feed and animal welfare. Oversees compliance with the specifications established between farmers and the processing company. Advises farmers on the management of their farm. Works directly with the Agri-Food Production Manager, the Quality Manager, and the Company Director. Requires excellent knowledge of agricultural production, hygiene and quality standards, and agri-food processes.

### TYPES OF COMPANY

- Livestock production
- Animal nutrition
- Agri-food industry
- Cooperatives

### CAREER PROSPECTS

- Organisation or Company Manager
- Technical Director

### PERSONAL PROFILE

Rigorous, passion for operations, management skills, knowledge of the farming sector, pragmatic, responsive, persuasive, leadership skills, interpersonal skills.

## TESTIMONY

*"I am responsible for crop and budget monitoring related to the agricultural part of the farm, as well as the works and their organization and negotiations with suppliers. I am also in charge of finding new means of agricultural diversification (cereals, olive and almond trees) and preparing grant applications. The creation of profitable new activities and the variety of tasks are the most interesting aspects of my job. Autonomy, responsibilities and working outside on important projects, despite still being a young engineer, are also particularly motivating. My training allowed me to acquire technical, theoretical and practical knowledge through internships, but also effective working methods especially in the search for useful information to carry out my daily work. I also learned to "manage" a team."*

**Vincent, Culture Manager (wine production)**

*The challenge of my job lies in my ability to make the link between research and the field in order, with the stakeholders of the agricultural world, to develop the return of rural trees to farmed fields. But it is also being at the heart of agroforestry research and transmitting this field experience through training. My main responsibilities are research and experimentation, project engineering, project development, teaching from high school students up to master's degree students, as well as farmers and agricultural technicians. It is pure joy to be so involved in the development of a new form of agriculture*

**Xavier, Agroforestry Development Manager**

# AGRI-FOOD PRODUCT PROCESSING

## PRODUCT DEVELOPMENT ENGINEER

### JOB DESCRIPTION

Designs innovative new products in line with consumer requirements. Manages and oversees all parameters (quality, costs, investment). Defines the key product characteristics (recipe, formula, processes, etc.) and supervises production activities and methods. Monitors the market launch of his/her product following satisfactory industrial tests and production line development. Manages the team and monitors new technologies, raw materials and processes. Works with the marketing, sales, industrial development, quality and production departments, as well as raw material suppliers.

### TYPES OF COMPANY

- Agri-food industries (food, drinks, additives, pet food, etc.)
- Chemical companies
- Non-food processing
- Pharmaceuticals/cosmetics
- Biotechnologies
- Industrial equipment

### CAREER PROSPECTS

- R&D Project Manager
- R&D Director
- Quality Director

### PERSONAL PROFILE

Creative, adaptable, organised, inquisitive, able to handle change, customer-focused.

## METHODS AND SCHEDULING ENGINEER

### JOB DESCRIPTION

Designs, develops, defines and optimises production methods and manages production within a factory. Plans and organises unit production tasks in line with orders and production timescales. Creates an optimal production environment and oversees the production process. Schedules and manages material and product streams and contributes to the improvement of production facilities. Leads and manages teams of engineers or executives. Works directly with the production, IT, research and development, sales and purchasing departments, as well as customers, suppliers and subcontractors.

### TYPES OF COMPANY

- Food processing companies
- Industrial companies
- Agri-food industries

### CAREER PROSPECTS

- Industrial Site Director

### PERSONAL PROFILE

Organised, methodical, interpersonal skills, team player, in-depth process knowledge.

# AGRI-FOOD PRODUCT PROCESSING

## PRODUCTION ENGINEER

### JOB DESCRIPTION

Manages and monitors all production activities within a factory from an operational perspective. Carries out production programs, ensuring that objectives are achieved within deadlines and in accordance with quality, cost and quantity standards. Supervises all workshops (production, packaging, etc.) and general site maintenance. Monitors new industrial and technical advances and procedures to optimise new investment. Monitors new regulatory requirements and ensures that they are applied. Works closely with the Industrial Director and the Managing Director, R&D and the Marketing Department during new product launches.

### TYPES OF COMPANY

- Agri-food industries  
(food, drinks, additives, pet food, etc.)
- Chemical companies
- Non-food processing
- Individual product/outer packaging

### CAREER PROSPECTS

- Production Director
- Industrial Site Director
- R&D/Methods Director
- Quality Director

### PERSONAL PROFILE

Value analysis skills, methodical, rigorous, independent, responsive, responsible, team leadership skills, interpersonal skills, considerate of others.

## TESTIMONY

*"The challenge of my job is to coordinate and set up new production, recipe and process projects and manage their development. I deal with external and internal requests, perform and validate industrial tests and coordinate the launch of new products. I provide training in technical tasting. I also incorporate new products and/or processes or industrial equipment into the plant. I ensure benchmarking with other industrial sites. My job is particularly interesting due to the variety of daily tasks and projects. It requires me to continuously adapt my skills. My end-of-studies thesis involved close contact with the company, a trial period that naturally led to a long-term job.*

**Matthieu, Project Manager Engineer**

*"As manager of a quality department, I am responsible for the quality control of the raw material and of products during the process prior to export. I am also in charge of a team of 40 people who carry out the washing and the hygiene of the whole plant. I wanted to train the workers in the basic rules of hygiene. Daily contact with the employees is very rewarding. I appreciate evolving in an international context and understanding the operations and the dynamism of an export port. The strength of my training as an engineer is that I have learned to gain an overview of things. Teamwork, the ability to adapt, the sociological approach of organizations, and the open-mindedness that I have acquired serve me every day."*

**Laureline, Head of Quality Assurance and Hygiene Department**

# MARKETING - SALES

## **BUSINESS DEVELOPMENT MANAGER**

### **JOB DESCRIPTION**

Handles scheduling, marketing and customer management activities within his/her area of responsibility (region or product). Acts as the interface between research and group strategic functions. Leads large, multilingual and multicultural teams. Is responsible for financial results.

### **TYPES OF COMPANY**

- Agrochemicals
- Seeds
- Animal health
- Agricultural mechanisation
- Agri-food industries
- Mass retail
- Industrial companies
- Pharmaceuticals/cosmetics
- Biotechnologies

### **CAREER PROSPECTS**

- Group Director
- Subsidiary Director

### **PERSONAL PROFILE**

Language skills, mobile, willing and able to take strategic decisions, project management skills, priority management skills, dynamic, motivated, enjoys a challenge, proactive, communication skills, interpersonal skills.

## **SALES MANAGER**

### **JOB DESCRIPTION**

Is responsible for the annual and multi-year sales plan. Defines the sales policy and customer services. Leads the technical sales and sales administration teams. Works closely with the marketing, finance, production and research departments. Is responsible for results and team management.

### **TYPES OF COMPANY**

- Agricultural supplies
- Animal nutrition
- Agricultural mechanisation
- Mass retail
- Specialist retail  
(garden centres, DIY)
- Industrial equipment
- Cooperatives
- Trades
- Banking
- Insurance
- Communication agencies

### **CAREER PROSPECTS**

- Managing Director
- Subsidiary Director
- Business Development Manager

### **PERSONAL PROFILE**

Mobile, passion for operations, willing and able to take strategic decisions, analysis and summary skills, committed, responsible, management skills.

## SALES ENGINEER

### JOB DESCRIPTION

Manages commercial relationships with his/her customer portfolio. Actively seeks new customers. Is responsible for objectives within his/her sector. Applies the company's sales policy. Produces the product action and promotion plan. Escalates and helps to resolve customer complaints.

### TYPES OF COMPANY

- Agricultural supplies
- Fertilisers
- Agricultural mechanisation
- Specialist retail (garden centres, DIY)
- Timber industry
- Cooperatives
- Trades

### CAREER PROSPECTS

- Sales Engineer
- Sector Manager
- Regional Manager
- Marketing Engineer

### PERSONAL PROFILE

Mobile, passion for fieldwork, sales skills, independent, adaptable, negotiating skills, results-oriented.

## TESTIMONY

*"I ensure the sales development of the company's own brands, through their marketing and sales management. I also follow up some subcontractors. The goal is to develop sales volumes, promote the image of brand products and guarantee sales margins. This job deals with both sales and marketing, and is therefore highly diversified. I am in direct contact with a large number of interlocutors in mass distribution as well as with consumers. My internships during my training have prepared me well for life in the world of business."*

**Mélanie, Sector Manager**

*"In this food company, I have three main tasks: analysis and knowledge of the market of the products of which I am in charge, the realization of new product development projects, and support to the sales force. Transversal work with the group's industrial, R&D and quality services is one of the many reasons why I enjoy my job. The sense of relationship and organization is essential to pool resources and carry out innovation projects. The challenge of my job is to ensure the sustainability and growth of the company. Thanks to my knowledge of marketing, industrial processing, R&D and a scientific, applied and concrete mind-set, I can establish an effective relationship with all the services of the company and take my projects forward. My training is very useful to easily understand the constraints of each service and adapt to each new situation."*

**Arnaud, Marketing Product Manager**

# LOGISTICS & SUPPLY CHAIN

## SUPPLY CHAIN ENGINEER

### JOB DESCRIPTION

Contributes to the management of logistics streams within his/her area of responsibility. Schedules supplier demand. Manages inventory level. Verifies procurement and delivery schedules. Acts as the interface between production, logistics and customer services. Specialises in stream management IT systems.

### TYPES OF COMPANY

- Agrochemicals
- Fertilisers
- Seeds
- Animal nutrition
- Agri-food industries
- Mass retail
- Wholesale
- Specialist retail
- Transport and warehousing
- Timber industry

### CAREER PROSPECTS

- Logistics Manager
- Production Manager
- Site Director
- Purchasing Director

### PERSONAL PROFILE

Diligent, methodical, problem-solving skills, comfortable with figures, pragmatic, adaptable, dynamic, motivated, communication skills.

## COOPERATIVE DISTRIBUTION MANAGER

### JOB DESCRIPTION

Is generally responsible for bulk storage silos and distribution stores. Manages relationships with supplying farmers. Leads a team of one or more technical sales staff. Is responsible to head office for store supply. Deals with suppliers and implements store promotional campaigns. Ensures compliance with safety and traceability standards.

### TYPES OF COMPANY

- Cooperatives
- Trades
- Timber industry

### CAREER PROSPECTS

- Logistics Manager
- Regional Manager
- Production Director
- Buyer

### PERSONAL PROFILE

Team leadership skills, passion for training, communication skills, adaptable, pragmatic, priority management skills, versatile, knowledge of the farming sector, passion for fieldwork.

## CUSTOMER SERVICE MANAGER

### JOB DESCRIPTION

Acts as the interface between sales, production and logistics. Manages sales administration. Handles and resolves customer complaints. Coordinates continuously with scheduling. Is involved in developing the sales policy and ensuring its application. Leads a team of specialists, who manage orders, invoices and sales terms and conditions.

### TYPES OF COMPANY

- Agricultural supplies
- Agricultural machinery
- Mass retail
- Central purchasing units
- Pharmaceuticals/cosmetics companies
- Transport and warehousing companies
- Cooperatives
- Trades
- Banking
- Insurance

### CAREER PROSPECTS

- Sales Manager
- Regional Director
- Logistics Director
- Quality Manager

### PERSONAL PROFILE

Passion for operations, customer-focused, methodical, management skills, problem-solving skills, comfortable with figures, priority management skills, negotiation skills, team leadership skills, communication skills, interpersonal skills.

## TESTIMONY

*"In an agrifood factory, I ensure the service rate of the company and the depreciation of finished products. I am responsible for the inventory management of raw materials and finished products, factory manufacturing orders, subcontracting and service providers involved on a logistical level. This role is both functional and operational. The position allows regular contact with all services and requires strong relationship skills. My background allows me to act logically, to be adaptable, to apply good work methods and to understand the constraints of the food industry."*

**Aurélien, Demand Manager  
(logistics flow management)**

*"I am responsible for the receipt, inspection and provision of food and non-food goods and store stockpile management. The challenges of my job involve reducing logistics costs by increasing the efficiency of the flow of goods. The most interesting aspects of my role are the management of a team and the strategic aspect of my service for the profitability of the store. My training as an engineer gave me a sense of responsibility, a real practical approach, true efficiency at work and essential open-mindedness; but also, excellent training as a person."*

**Charles, AUCHAN Flow Logistics  
Manager**

## **AGRICULTURAL MARKET CREDIT ANALYST**

### **JOB DESCRIPTION**

Analyses accounts. Identifies and calculates the risk posed to the bank or credit institution in connection with a loan request. Assesses cases submitted by customer account managers and analyses customer solvency through an in-depth assessment of the customer's financial situation, with a view to accepting or rejecting the loan request. Analyses the applicant's personal situation, the farm's situation and the viability of the project, and approves the funding plan. Works directly with the Credit Director, Agency Director or Commitments Department Manager.

### **TYPES OF COMPANY**

- Banking
- Insurance
- Consulting firms
- Management centre

### **CAREER PROSPECTS**

- Agency Director
- Customer Account Manager
- Inspector

### **PERSONAL PROFILE**

Sales skills, analysis and synthesis skills, management skills, rigorous, methodical, well-organised, independent, sales-minded, interpersonal skills.

## **KEY ACCOUNT MANAGER**

### **JOB DESCRIPTION**

Is responsible for a portfolio of customers. Visits the companies (key accounts) and proposes solutions tailored to their requirements, such as loans, investments, payment methods, employee saving schemes, etc. Analyses their financial situation and assesses risks with a view to developing an investment programme, facilitating a new setup abroad, optimising cash flow management, etc. Negotiates the sale of products or services. Seeks out new business and monitors his/her customers on a daily basis. Works directly with the finance, operations (specialist funding, etc.) and functional (credit risk, legal, etc.) divisions.

### **TYPES OF COMPANY**

- Banking
- Insurance
- Service companies

### **CAREER PROSPECTS**

- Agency Director

### **PERSONAL PROFILE**

Financial expertise, sales skills, negotiating skills, responsible, proactive, interpersonal skills, etc.

## INDUSTRIAL CONTROLLER

### JOB DESCRIPTION

Analyses the performance of the factory. Establishes KPIs, monitors budgets, produces reports and presents figures (production, sales, procurement costs, inventory management, etc.) and assists with local factory management. Analyses financial, material, profitability and personnel management aspects. Uses these indicators to help factory directors take informed investment and development decisions. Works directly with Factory Directors and Production Managers.

### TYPES OF COMPANY

- All types of industrial company

### CAREER PROSPECTS

- Factory Director
- Production Director

### PERSONAL PROFILE

Analysis skills, methodical, management skills, problem-solving skills, rigorous, passion fieldwork, independent, responsive, adaptable, interpersonal skills, team player.

## TESTIMONY

*"As a functional consultant, I assist the project manager both in the structuring of the project with the client and in its management through regular monitoring, and I also participate in the implementation of the solution for the client. The most interesting aspects of my job are teamwork, contact with new professional circles, a global overview of the running of a company and the discovery of the industry and permanent and continuous learning. My training taught me effective working methods, to work independently and be versatile, and to adapt to different situations."*

**Caroline, Functional Consultant  
- (Consulting and IT Solutions  
Integration)**

*"The goal is to help companies create or improve their extra-financial reporting and strengthen the impact of this reporting on their shareholders and customers. My work is at the heart of sustainable development. The search for information, its analysis, the continuous link with the technical and economic state of the art and multidisciplinary are key to success in this organization. My training is conducive to my role as a sustainable development analyst. It gave me a multidisciplinary vision of the world of agriculture and the environment. I must have a detailed knowledge of different environmental issues, but also knowledge of social sciences, economics and computer science (processing many complex databases). My work environment is international. English is the working language. The internships and study abroad enable preparing for this effectively."*

**Jean, Sustainability Analyst**

# ENVIRONMENT

## AGRO-ENVIRONMENTAL & BIODIVERSITY OFFICER

### JOB DESCRIPTION

Defines and implements programmes to help farmers change their practices. Discusses technical choices (agronomics and livestock), farming systems and economic components with farmers. Acts as the interface between farmers and public authorities. Works directly with an Environment Project Manager. Requires excellent knowledge of farming systems, biodiversity and environmental inventory methods. Negotiation and leadership skills.

### TYPES OF COMPANY

- Local authorities
- Chambers of agriculture
- Technical institutes
- Cooperatives
- Trades
- Design offices
- Non-governmental organisations
- Landscaping companies
- Nature reserves

### CAREER PROSPECTS

- Development Manager
- Project Director

### PERSONAL PROFILE

Rigorous, passion for fieldwork, knowledge of the farming sector, persuasive, open-minded, proactive, communication skills, interpersonal skills.

## ENVIRONMENTAL ENGINEER RENEWABLE ENERGY & BIOGAS PRODUCTION

### JOB DESCRIPTION

Designs, sells and installs renewable energy, biogas production or photovoltaic generation systems. Manages each project as part of the project team. Often reports to the Director, working with (or integrated into) the Quality Department. Requires excellent technical knowledge in biotechnology/biomass processes, project management, feasibility studies and business strategy.

### TYPES OF COMPANY

- Chambers of agriculture
- Technical institutes
- Agri-food industries
- Livestock polyculture
- Design offices
- Waste collection, processing and disposal companies
- Energy generation companies

### CAREER PROSPECTS

- Research Officer
- Organisation Director

### PERSONAL PROFILE

Rigorous, passion for operations, methodical, analysis and synthesis skills, conceptual abilities, adaptable, well-organised, time management skills, team leadership skills, communication skills.

## WATER SUPPLY NETWORK MANAGER

### JOB DESCRIPTION

Develops and implements the necessary arrangements and resources to manage the drinking water network. Organises and manages water catchment, treatment, storage and distribution operations. Is responsible for effective operation of the plant (water quality, etc.) and analyses its operation with a view to identifying areas for improvement and developing extension projects. Manages relationships with public authorities and elected officials and coordinates activities with any subcontractors. Conducts project management activities (analyses local authority requirements, proposes solutions). Works in conjunction with site technicians and other engineers. Requires excellent knowledge of regulations, the water treatment process and management and accounting.

### TYPES OF COMPANY

- Local authorities
- Industrial companies
- Private water distribution companies

### CAREER PROSPECTS

- Drinking Water Production Plant Director

### PERSONAL PROFILE

Well-organised, responsive, proactive. Team leadership skills, communication skills.

### TESTIMONY

*"I am working on a thesis on the long-term effects of oilseed supplementation on the production and the overall and detailed lipid composition of cow's milk, its impact on the zootechnical results, body reserves, reproduction and health of the cow, as well as the sensory properties of milk and dairy products. I must conduct the experiments underway, obtain, process and analyse the results, and write and submit articles to the scientific community for publication, or posters for presentation at symposiums. The acquisition of very advanced knowledge on this subject, my strong implication in the experimental choices when establishing experimental protocols are the most interesting aspects of this research work. I use many tools and knowledge on a daily basis that I mastered during my training."*

**Sylvain, PhD engineer**

*"As part of the dismantling of first-generation nuclear power plants, my tasks are threefold: the writing of regulatory dossiers, real-time support to power plants on environmental issues, and piloting studies for projects to modify nuclear facilities with regard to environmental aspects. Autonomous, responsible for the monitoring and progress of each dossier entrusted to me, I have progressed very quickly within the group acquiring new responsibilities. My prior scientific knowledge, the technical knowledge acquired through various tasks, my work is multidisciplinary and varied, requiring a global mind-set and an overall vision of the operation of the plants. The sheer number of stakeholders involved makes my position particularly interesting and rewarding. I am constantly using my scientific and engineering skills and my international experience."*

**Johanna, Responsible for environmental studies**

# HUMAN RESOURCES & COMMUNICATION

## COMMUNICATION OFFICER

## HUMAN RESOURCES MANAGER

### JOB DESCRIPTION

Works with management to develop the company's communication strategy. Designs and/or organises communication between the company and its external partners. Creates and coordinates communication materials. Writes press articles. Helps to organise events and promotional campaigns. Uses the full range of tools at his/her disposal to facilitate the relationship between the company and its environment. This position often reports directly to the Managing Director.

### TYPES OF COMPANY

- All types of company or organisation of sufficient size to require an internal communication department.

### CAREER PROSPECTS

- Communication Manager
- Advertising Manager
- Public Relations Manager
- Press Relations Manager
- Agency Director

### PERSONAL PROFILE

Creative, communication skills, interpersonal skills, open-minded, excellent IT skills, responsive, passion for operations, writing skills.

### JOB DESCRIPTION

Oversees human resources within the company. Implements recruitment and training plans and the company's personnel management strategy. Introduces HR management tools and ensures that these tools are widely used. Maintains relationships with labour relations partners. Is responsible for the personnel department. Ensures compliance with legal requirements and has overall responsibility for employee skills development and progression. Requires excellent knowledge of employment law.

### TYPES OF COMPANY

- All types of company of sufficient size to require a human resources division.

### CAREER PROSPECTS

- Administrative and Financial Director
- Group HR Director

### PERSONAL PROFILE

Methodical, problem-solving skills, communication skills, passion for training, interpersonal skills, committed, discreet.

## TESTIMONY

*"I manage the creation, implementation and follow-up of a database of the statistics relating to the cereals sectors: from production to the consumption of products, economic, environmental aspects... I manage the creation of a website for journalists, professionals, students and the general public. I participate in the organization and running of events. In my job, I enjoy working independently, the versatility involved, and being able to take initiatives. My training has provided me with knowledge of the agricultural environment, of how to manage projects and marketing actions, and also adaptability, which is a real asset."*

**Audrey, Communication officer**

*"I've been working for ten years in an agribusiness group: seven years in production and for three years as Head of Human Resources. It's the realization of a real professional project. I work on two industrial sites comprising 500 employees. Alongside the Plant Manager and the management team, I deal with recruitment, skills development and professional training as well as social relations and internal communication. My training has proved a real asset to understand the complexity of the problems that arise on an industrial site, and my taste for human relationships has meant that this post offers real possibilities of achievement."*

**Rémi, Human resources manager**

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