

Extension Associate – Beef Production and Management Specialist
Department of Animal Science
College of Agriculture and Life Sciences (CALS)
Cornell University
Ithaca, New York

Position Function

This individual will be an extension livestock educator with the PRO-LIVESTOCK program with primary focus on beef cattle production and management in the Department of Animal Science. The primary responsibility of this position is to deliver an integrated educational program on beef cattle production along with business analysis for beef producers, beginning farmers, and other industry clientele. Provide diverse commercial producers, associated industry and beginning farmers with the knowledge and educational resources in beef cattle production and management as well as business planning to help meet their business goals. Collaboration in the development and delivery of educational programs will be required with other Cornell faculty, statewide specialists, and Cornell Cooperative Extension Educators.

This position is full-time and will be based in Ithaca, New York, with options for being housed elsewhere if appropriate. Travel and overnights will be required throughout New York State. (approximately 20% of time)

Anticipated Division of Time

Program Development, Implementation, and Evaluation

50%

- Provide leadership for planning, implementing, and evaluating educational programs that address diverse producer identified needs and opportunities with an emphasis on beef production along with business planning for commercial producers and other industry clientele. The program will include but is not limited to diverse production practices (i.e., grazing, grass, grain finishing, etc.), market readiness (i.e., carcass quality/consistency), resources for beginning farmers, and promotion of the Beef Quality Assurance program.
- Provide producers and industry with a framework to analyze production and management alternatives and maximize profit opportunities based on emerging best-management practices.

- Plan and implement educational programs utilizing various methods, including direct teaching through group experiences (i.e., pasture walks), mass media, newsletters, electronic technology, use of the internet, and distance learning.
- One-on-one consultations with key producers and industry partners related to program development and problem solving.
- Analyze and evaluate major program efforts with the input of all program partners and make recommendations for enhancing these efforts.
- Communicate evaluation results, findings, and recommendations as appropriate.
- Prepare quarterly reports, impact statements, and yearly success stories on program progress and accomplishments.

Applied Research

20%

- Initiate and conduct appropriate applied research and field demonstrations with both regional and statewide implications in the production and economics of commercial beef production as an educational outreach strategy.
- Participate in statewide, collaborative research projects with university and extension faculty and staff as well as other agencies and organizations.
- Define and implement reporting mechanisms for producer-focused “measurable” outcomes.
- Meet the evaluation and reporting requirements of funding partners.

Management

15%

- Responsible for routine operations, reporting and accountability.
- Support team efforts to communicate effectively with stakeholders and partners.
- Support team efforts in planning and implementing regional and statewide events.

- Individually and collaboratively explore and pursue new and additional funding sources to enhance and extend program opportunities.
- Enhance and promote teamwork.

Organizational Leadership

10%

- Support Cornell University and Cooperative Extension system-wide initiatives through participation in program work teams, ad-hoc committees, and advisory groups.
- Be an active member of the team by attending meetings as requested and provide ideas and recommendations to further the goals of the department.
- Participate in regional, statewide and national workgroups related to the work of Cornell University, Cooperative Extension and the Commercial Dairy, Field Crops and Livestock Industries, including the Cornell Small Farms Program and Statewide Livestock Program Work Team.
- Foster strong collaboration among faculty, peers, and industry.
- Establish and maintain positive relationships with the many individuals and groups that support the work of the organization.

Professional Development

5%

- Participate in professional development opportunities, conferences, and workshops appropriate to program and personal skill enhancement.
- Maintain and build upon required administrative and technical skills.
- Participate in related regional, statewide, and national professional organizations.

Required

- Master's Degree in Agriculture from an accredited institution with a major in Animal Science or closely associated fields.

- 2+ years of relevant work experience in Agribusiness, Livestock and/or Field Crops Production, Cooperative Extension, or closely related fields.
- Experience in conducting, interpreting, evaluating, and communicating the results of applied research.
- Fundamental competence utilizing current technology as a management and program delivery tool (Excel, Word, PowerPoint, Access, internet, and social media).
- Demonstrated knowledge of principles, theory, and research in commercial livestock production and business management.
- Proven organizational and time-management skills.
- Successful experience obtaining new funding, including grants and industry support.
- Ability to define, conduct and interpret applied research and demonstration projects.
- Strong interpersonal skills with proven ability to work with diverse audiences in group and one-on-one settings, working effectively with advisory boards and committees, community, and funding partners.
- Strong leadership and teamwork skills.
- Effective written and verbal communication skills.
- Creativity, energy, motivation, and positive enthusiasm.
- Must be able to meet the travel requirements of the position, including having reliable transportation or having and maintaining a valid New York State driver's license.
- Ability to work evenings and weekends as essential job functions require.

Preferred

- Ph.D. in Agriculture from an accredited institution with a major in Animal Science or closely associated fields.

- 5+ years of relevant work experience.
- 2+ years of beef production experience

To apply:

Please apply via Academic Jobs Online

(<https://academicjobsonline.org/ajo/jobs/25383>)

Qualified candidates should submit a short cover letter, curriculum vitae, statement of extension goals, contact information for three references, and a [statement of contribution to diversity, equity and inclusion](#) via the website.

Applications will be reviewed as received, continuing until a suitable applicant is identified.

College of Agriculture and Life Sciences**Life. Changing.**

Cornell University is an innovative Ivy League university and a great place to work. Our inclusive community of scholars, students, and staff impart an uncommon sense of larger purpose and contribute creative ideas to further the university's mission of teaching, discovery, and engagement.

Diversity and Inclusion are a part of Cornell University's heritage. We are a recognized employer and educator valuing AA/EEO, Protected Veterans, and Individuals with Disabilities. We also recognize a lawful preference in employment practices for Native Americans living on or near Indian reservations.