

# DAIRYNZ Position Description

## Economist

### Position

**Position Title:** Economist

**Direct Report:** Nil

**Budget:** Nil

**Management Position:** No

**Reports to:** Head of Economics

**Career Level:** Specialist

**Revenue:** Nil

**Delegated Authority:** Nil

### Purpose of DairyNZ

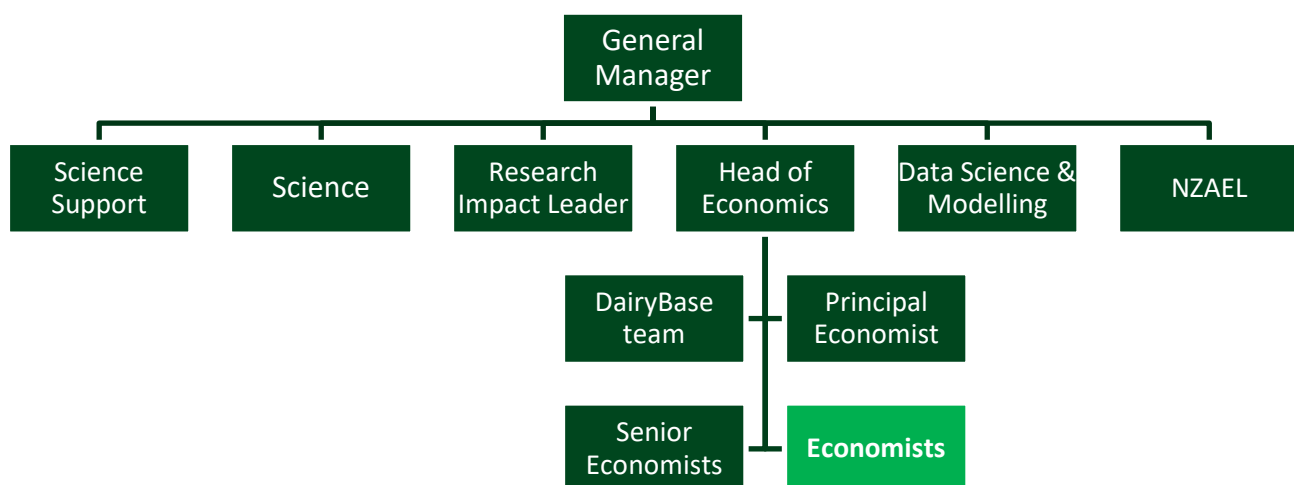
Our Purpose: ***Progressing a positive future for New Zealand dairy farming.***

That's why we exist for farmers, working along them and others to leverage our collective strength and create purposeful change.

### Purpose of the position

To strengthen the sustainability, profitability, and resilience of New Zealand dairy farming through high-quality economic analysis and thought leadership. This role shapes strategy, informs policy, and supports farmer decision-making by translating complex economic insights into accessible, practical information. Working across portfolios in a matrix environment, the Economist role applies robust methodology and an understanding of dairy systems to assess performance, forecast trends, and identify emerging risks and opportunities. Through confident public engagement and strategic input, the role helps position the dairy sector for long-term success in a dynamic environment.

### Team organisation chart



## Key position deliverables

Key deliverables of the role to be reflected in the Performance Agreement and Individual Performance Targets.

Key Performance Requirement:	Key Indicators:
Market research analysis and commentary	<ul style="list-style-type: none"> <li>• Provide commentary and supporting analysis of economic trends influencing the dairy sector, in particular developments that influence farm-level financial performance, risk and opportunities.</li> <li>• Monitor, collate and analyse both external (e.g StatsNZ, Reserve Bank, MPI, Banks) and internal (e.g Dairybase, Dairy Stats) data sources.</li> <li>• Prepare written commentary, insights and analysis for publication, specifically on the Economics Dashboard to be published on DairyNZ's website.</li> </ul>
Economic analysis	<ul style="list-style-type: none"> <li>• Use contemporary methods of analysis to conduct economic research focused on the New Zealand dairy sector. This includes project design, data collection and collation, application of quantitative and qualitative methods of research and analysis, and the interpretation and communication of data.</li> </ul>
Project delivery	<ul style="list-style-type: none"> <li>• Contribute to the planning, management, resource allocation and delivery of research project(s) according to agreed project specification and report on project findings as required by funding bodies/clients</li> <li>• Perform all project tasks within allocated timeframe to specified standard, within budget</li> <li>• Assist team with allocation of required tasks and contribute to team motivation within assigned project(s)</li> <li>• Impart technical information to other team members</li> </ul>

<p>Advocacy and stakeholder management</p>	<ul style="list-style-type: none"> <li>• Assist with the drafting and communication of messages to industry leaders and farmers.</li> <li>• Assist DairyNZ colleagues working with appropriate central and regional government agencies, universities and economic organisations to help develop economic views and policy positions.</li> <li>• Establish and maintain internal and external networks for information and collaboration.</li> </ul>
<p>Extension and technology transfer</p>	<ul style="list-style-type: none"> <li>• Transfer findings through technical reports and refereed scientific publications.</li> <li>• Present confidently at large-scale farmer events, conferences, and stakeholder briefings.</li> <li>• Tailor presentations to suit the audience, using storytelling, relatable examples, and visuals to support engagement.</li> <li>• Build trust and rapport with dairy farmers, rural professionals, and stakeholders through relatable and credible delivery.</li> <li>• Contributing articles to dairy industry press, Organisation website, the Econ Tracker, Inside Dairy, and other dairy industry initiatives.</li> </ul>
<p>How We Work</p>	<ul style="list-style-type: none"> <li>• Support DairyNZ values and principles: Courage, Credibility, Connectedness and Curiosity.</li> <li>• Understand and adhere to company policies and guidelines.</li> <li>• Actively support and contribute to DairyNZ organisational culture of one team.</li> <li>• Actively support and encourage continuous improvement to drive our organisation forward.</li> <li>• Strive to provide a safe and healthy workplace</li> <li>• Role model industry safe working practices</li> <li>• Actively promote DairyNZ Health, Safety &amp; Wellbeing Policies and procedures.</li> <li>• Support and encourage employee participation and consultation in all aspects of Health, Safety and Wellbeing management.</li> <li>• Comply with legislative requirements and relevant standards.</li> </ul>

### Key relationships

Internal	External
Economics team	External consultants and rural professionals
Research & Science teams	Research providers (CRIs, private agencies)
Project leads	Subcontractors and contractors
Other DairyNZ teams	University academics
DairyBase	Dairy farmers
	Government departments

### Qualifications and experience

Essential	Preferred
Minimum of Honours level in Economics, Agricultural Economics, Environmental Economics, Rural Finance, or a closely related discipline.	Understanding of computer code, preferably in R
Track record of effective communication of messages, both written and in person, to diverse audiences.	Confident and experienced in presenting to large groups, particularly farmers and rural professionals.
Proven ability to translate complex economic and policy concepts into accessible messages.	Data science experience, including data visualisation and the development and use of quantitative and qualitative methods of research and analysis.
A firm understanding of New Zealand primary industry sectors.	A strong and practical understanding of New Zealand dairy farming systems, seasonal operations, and farm-level realities.
Demonstrated experience in agricultural or rural economic policy development or analysis.	Background in rural banking or hands-on dairy farming experience.

### Career level competencies – Specialist

Competency	Descriptor/Evidence
PROBLEM SOLVING	Uses rigorous logic and methods to solve difficult problems with effective solutions; probes all fruitful sources for answers; can see hidden problems; is excellent at honest analysis; looks beyond the obvious and doesn't stop at the first answers.
INTELLECTUAL HORSEPOWER	Is bright and intelligent; deals with concepts and complexity comfortably; described as intellectually sharp, capable and agile.
INTERPERSONAL SAVVY	Relates well to all kinds of people – up, down and sideways, inside and outside the organisation; builds appropriate rapport; builds constructive and effective relationships; uses diplomacy and tact; can diffuse even high-tension situations comfortably.
COMMUNICATION	Clearly and effectively conveys information and ideas through a variety of mediums; adjusts communication style to suit the audience; listens actively and with empathy; is skilled at translating complex ideas into clear, concise messages; fosters open dialogue and ensures mutual understanding, even in challenging situations.
TIMELY DECISION MAKING	Makes decisions in a timely manner, sometimes with incomplete information under tight deadlines and pressure; able to make a quick decision.