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# Scott Somerville

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## Personal Profile

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Resource and agricultural economist, previously operating as an Account Manager and Business Developer with an impressive background in delivering sales and building client relationships. A recognised leader through the chairmanship of two leading organisations and management role with his previous employer.

Motivated by an ambitious nature and drive to progress his career, he is now seeking a permanent role as an economist. He is also keen to join a successful organisation and invest in the achievement of their short and long-term goals. Overall, he is a progressive, diligent, focused individual with a diverse background, versatile skill set and strong leadership qualities who would be an asset to any organization.

## Education

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**MSc Agricultural Economics**, University of Reading, Graduate August 2017.

Dissertation. “*Maximizing net benefits from groundwater on the Kansas High Plains.*” Monte-Carlo simulations of crop prices and yields into the future will provide insight to discover a more sustainable pattern of farmland irrigators above the Ogallala aquifer in the USA.

Skills. R Programming, dynamic optimization, project appraisal, econometrics, discounted cash flows, MatLab, constrained optimization, excel, hedonic pricing, contingent valuation, environmental input-output modeling, policy appraisal, calculus, data handling, marketing.

**BSc (Hons) Applied Animal Science (2:1)**, University of Glasgow

Dissertation. “*The effect of protease enzyme on the ileal amino acid digestibility of Wheat DDGS in broiler chickens.*” A nutritional study involving practical lab work and data analysis.

Skills. Plant cultivation, microbiology laboratory, livestock nutrition, food processing quality standards, quality assurance schemes, basic pharmacology, agricultural technologies.

## Professional Experience

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**2013 - 2016: Intelligence and Account Manager – Galloway & MacLeod.** *A leading Scottish agricultural supplier and adviser. Employee owned and Investor In People gold.*

- Technical advice and sales of fertilizer, seed and animal feed to farming customers.
- Developed a fertilizer app for nutrient recommendations and a sales support tool for staff
- Negotiated Innovate UK funding for technology development project
- Promoted to the senior management team of the firm within first year
- Presented analysis data and discussion of industry insights regarding competitors, suppliers and customers at strategy meetings
- Launched innovative new services that captured greater customer data, provided real time results and achieved greater stakeholder returns including an Android app
- Enhanced customer and supplier relations through regular attendance of trade events, dinners and corporate hospitality, using personal profile to provide insight

## Voluntary Experience

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**2012 – 2017: Regional Advisor, South of Scotland Board – Moredun Research Institute.** *Moredun a development leader of many vaccines, diagnostic tests and improved treatment strategies for farm animals across the globe.*

- Chairmanship of Roadshow meetings. Formally hosting meetings, engaging the audience and reporting back to the board on event feedback
- Represent livestock owner's at regional board meetings. Providing industry insight, critically examine achievements annually and negotiate priorities for Moredun's communications, events and knowledge transfer activities for the year ahead.

**2015 – 2016: Chairman of ScotSheep 2016.** *The National Sheep Association of Scotland's biennial flagship one-day event.*

- Led the most successful ScotSheep event to date, attracting 194 stand holders, attendance of eight thousand, generated record profits and built on reputation as the premier industry event
- Chair of the organising committee. Responsible for meeting agendas, the delegation of roles and ensuring key milestones and objectives were met
- PR, marketing and event promotion through key stakeholder engagement, advertising campaigns, press interviews and social media strategy
- Chair event proceedings and host VIP guests
- Elected to NSA Council for 2016/7, declined due to collision with MSc.

**2013 – 2015 Chairman: Scottish Association of Young Farmers Clubs (SAYFC) Agri and Rural Affairs Committee.** *To inspire and inform members so they can lead the way in agriculture.*

- Secured voting membership in rural Cross Party Group in the Scottish Parliament. Presented a 2020 vision to CPG in 2014 and participated in debate at subsequent meetings of the CPG
- Established the Inaugural Technical Conference, negotiated substantial sponsorship, speakers and attracted delegates. This has now become an annual event
- Led a delegation of sixteen on a fourteen-day study trip focused on agricultural operations in Argentina and secured sponsorship for 94% of the costs
- Formalised the committee structure within the group, totaling eighteen elected members representing all districts within the national organisation. This allowed for greater representation of members and securing succession to the chair
- Increased stakeholder engagement through reciprocal participation in events, greater media presence and elevated respect within the industry.

## Achievements

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- Oxford Union: Debate Winner, Oxford Farming Conference 2013
- Evonik Industries (Germany): Associate European Ag Trip 2012
- Young Advocates for Agriculture: Debate Winner, Worshipful Company of Farmers'

## Personal

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Rowing (sculling at Reading University Boat Club) and skiing. Reader of economic, political and business publications. Competitive debater and public speaking trainer.