



## Next steps

Discover a world of opportunities with AB Agri

If you like what you've read so far, we'd love to hear from you. You can apply via our website at [www.abagri.com](http://www.abagri.com) or by sending your CV to:

Graduate Recruitment Team  
AB Agri Ltd  
Oundle Road  
Peterborough  
PE2 9PW

## Start as you mean to go on

Discover a world of opportunities with AB Agri



**“ My career started with a graduate scheme in the agricultural industry and has taken me through a number of businesses and roles, providing me with rich experiences and fantastic challenges. Our industry is about so much more than farming – we’re all about adding value to the food supply chain of which we’re an integral part. I firmly believe that few companies can match the breadth of opportunity for responsibility and commercial edge that we can offer.”**

David Yiend, Chief Executive, AB Agri

### Kick-start your career

**Our schemes last two years, but the benefits will last you a lifetime.**

**Joining the AB Agri graduate scheme is a great deal more than just your first job after university – it’s a golden opportunity to shape your working future with a company that’s committed to helping you achieve your potential.**

### Why choose AB Agri?



Career success is like commercial success – it comes from staying one step ahead of the competition. Encompassing a wide range of market-leading brands, products and services, AB Agri is the thriving Agriculture Group of the FTSE 100-listed agriculture, food, ingredients and retail group, Associated British Foods plc. With 75,000 employees in 46 countries and global sales amounting to £6.0bn, you’ll be part of a group of companies at the very forefront of their sectors – highly successful enterprises respected throughout the world.

As well as growing international interests in 40 countries across Europe, Asia Pacific and the Americas, AB Agri and its brands operate from more than 20 sites throughout the UK and together form one of the largest customers and suppliers to the UK’s food and agriculture sector. Our business activities stretch from farm to fork, putting us at the very heart of UK agriculture as we continue to invest in innovative products and technologies which help drive efficiency for both producers and processors.

A graduate scheme with AB Agri provides a superb chance to gain essential business skills and invaluable hands-on experience with a true market leader, right across the company’s business activities. Positions with us suit graduates hungry for accountability and career development – from day one you’ll be treated as part of the team and rewarded with real responsibility and a salary and benefits to match. Placements last from 18 months to two years, after which we’ll be looking to match our graduates with roles in the business that build on their skills, experience and aspirations.

## The people we need

### If you've got the potential, we're the team to help you realise it.

As a highly commercial and respected business, we're looking for graduates with the skills, initiative and personality to play an integral part in our continuing growth and success. Although you'll ideally have an academic background in agriculture, food or business, we recognise the value of transferable skills and we'll consider graduates from any discipline providing they can demonstrate a real desire for a commercial role and the potential to succeed within our business.



Although your educational background might not be directly linked to our industry sector, the competitive business world in which we operate means we do need certain essential attributes from all our trainees. As well as excellent communication skills and an ability to work on one's own initiative and within busy teams, we're looking for people with the dynamism, drive and determination to help safeguard our reputation and take the business from strength to strength.

Placements span a number of our market-leading brands and cover a combination of the following disciplines:

## Marketing

Marketing placements offer a thorough introduction to both the principles and practices of a discipline which lies at the heart of every successful business.

Hands-on training and experience cover areas including:

- Brand planning, management and development
- Online marketing
- Direct mail
- Advertising
- Public Relations
- Event management
- Market research and planning

## Sales

A business-critical area right across the AB Agri portfolio.

Placements in Sales deliver a first-hand insight into the following:

- Field-based sales activity
- Sales to retail and merchant customers
- Account management
- Campaign management
- Strategy planning and alignment with customers' business needs

## Trading & Product Management

Working alongside a wide range of product managers and traders, manufacturers, hauliers and suppliers, these placements provide a detailed understanding of the procurement and product management processes on which our business depends. The planning and management of specific product campaigns form an integral part of this discipline.

## Customer Support

Relationships with customers are at the heart of AB Agri's commercial success and Customer Support placements focus on building and maintaining profitable relationships with our customers. Database and information management and the generation of new business are key aspects of this function.

Specific areas covered by these placements include:

- Customer management
- Campaign sales and marketing
- Production and customer forecast planning
- Pricing and contract management

**"Being part of AB Agri provides the real excitement of working for a top FTSE 100 company - marketing, selling and processing tens of thousands of tonnes of products every day in a rapidly growing business at the heart of the food chain."**

Stuart Grainger, Managing Director, KW Trident



## The AB Agri 'culture'

### Our business is built on products and services. Our success is built on people.

AB Agri is a commercially successful business driven by high standards and a commitment to quality, so as you'd expect, we expect a lot from the people who join us. In return, you'll enjoy the pleasures of working within forward-thinking, supportive and dynamic environments where the combination of professionalism and informality provides real job satisfaction.

## Our selection process



It's imperative to us that we find the right people for our graduate roles. At the same time, at AB Agri we appreciate the time and energy candidates put into their applications and believe it's our responsibility to choose those we're confident will genuinely enjoy and benefit from their time with us.

Shortlisted candidates will be invited for an initial interview at a location as near to their own base as possible. Those who pass the interview stage will be asked to attend an assessment day, soon after which the successful candidates will be offered their roles with a view to joining us in autumn 2008. Travel expenses are paid to all those invited for interview and the subsequent assessment day.



## Placement locations

It's likely that at least one of your placements will be at AB Agri's headquarters in Peterborough, with other possible placements being at various UK sites.

Whenever possible we take into account the preferences of our trainees.

## AB Agri UK Locations

AB Agri is involved in operations all over the world - see the map to identify our UK sites.

- 1 Fife
- 2 Edinburgh
- 3 Paisley
- 4 Northallerton
- 5 Dalton
- 6 Driffield
- 7 Sherburn-in-Elmet
- 8 Gainsborough
- 9 Walsingham
- 10 Peterborough
- 11 Banbury
- 12 Enstone
- 13 Bury St. Edmonds
- 14 Marlborough
- 15 Andover
- 16 Cullompton
- 17 Co. Antrim



## A rewarding experience in every way

As well as the wide-ranging benefits to your career development that we've already mentioned, we offer all our graduate trainees an annual salary of £19k in their first year, rising to £20k in the second year of their placement. Graduates also enjoy access to high quality and carefully structured training, together with the normal benefits you'd expect from a quality organisation.