

Carry out commercial and product management in milling

Overview

This standard is about the skills and knowledge needed for you to carry out commercial and product management in milling.

You will need the skills and knowledge to determine the optimum method for achieving operational objectives and total costs for the product or service. You will also need the skills and knowledge to assess the direct and indirect requirements for resources and materials and calculate the total costs to the food business.

You will need to understand the principles of commercial performance management and product management in the UK milling industry. You will also need to understand the process, product and overall company costing, and regulatory and technical management.

This standard is for you if you work in food and drink manufacture and/or supply operations and you require a broad knowledge and understanding of commercial performance management and product management in milling.

Performance criteria

You must be able to:

Determine operational requirements

1. confirm the objective and specification of the operational requirements
2. determine a method for achieving the required operational objective
3. identify innovative alternatives to achieving the objective when problems arise
4. liaise with colleagues to confirm the preferred method of achieving the operational objective
5. check the availability of direct and indirect resources and their capacity to achieve the required objective to the required specification

Assess operational requirements

6. determine the specific requirements for materials and resources
7. consult information sources to establish and confirm current and future availability of materials and resources to check continuity
8. source materials and resources in accordance with organisational procedures
9. source quotations for the procurement of materials and resources in accordance with organisational procedures
10. liaise with colleagues to determine the key measures and most suitable material or resource accounting for cost, quality, availability and other factors important to your food business

Establish costs

11. calculate the direct cost of carrying out the operational objective to the required specification
12. determine and calculate any indirect costs relating to the material or production process
13. report costs to relevant people in the food business
14. provide support and feedback to those responsible for evaluation and management of costs

Knowledge and understanding

You need to know and understand:

1. what the business aims of a milling operation are
2. what performance management is and how it is applied in milling
3. how gristing can be costed at stages of the process including, screenings content, moisture content and extraction rate
4. the aim of gristing and alternatives to specification control
5. how costs are calculated for blending flours for protein, gluten addition and Hagberg falling number
6. what other company costs are which contribute to product cost and how these are taken into account
7. how to calculate costs for production, sales, distribution and administration
8. how profitability can be controlled in milling operations
9. the contribution made by wheatfeed to overall costs
10. how cost control is used within milling operations
11. how costing information can be used commercially in milling
12. the control of cash flow in a milling business including, capital costs, stocks, debtors, creditors, planning and information control
13. the requirements of current regulations and enforcement arrangements
14. the purpose and key requirements of a quality management system for milling
15. what HACCP based food safety management systems are and how they operate
16. what the role of a typical technical milling department is and how it operates

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