Minnesota Soybean Growers Association

The Minnesota Soybean Growers Association (MSGA) is seeking an enthusiastic professional to fill an immediate opening as Director of Market Development in our Mankato, MN office.

POSITION SUMMARY:

Reporting to the Executive Director/CEO, the Director of Market Development oversees and implements programs design to increase exporting and consumption of MN grown soybeans. This position will work closely with; contractors, MN Dept. of AG, national meat and soy organizations, industry and other commodity groups to promote whole bean and processed soy to international and domestic markets. As the largest use of soy, strengthening relationships with animal agriculture is a fundamental responsibility of this position.

PRIMARY RESPONSIBILITIES

- Development and execution of programs that promote international trade
- Lead teams of Minnesota farmers to international locations and facilitate the trade meeting on Minnesota farms
- Coordinate the activities of the Market Development Action Team and work closely with its members to ensure programs are aligned with the organization’s strategic plan
- Manage market development budget and contracts to ensure compliance and proper execution
- Identify and recruit farmer leaders to participate in domestic and international programs
- Work with staff to communicate Market Development activities to Minnesota soybean farmers and media outlets
- Support legislative initiatives related to trade and livestock industry
- Support the organization's interest in the development of new options for transportation including but not limited to the Port of Duluth, rail, barge, and road transportation

QUALIFICATIONS

- Four-year degree in agriculture or international trade relations
- A minimum of four years’ experience in ag marketing or trade relations - nonprofit experience a plus
- Highly motivated, organized, accurate, detail oriented with strong written and oral communication skills; excellent public relations skills, ability to work with and communicate customers and contractors from around the world. The ability to speak a foreign language is a plus
- Demonstrated ability to set priorities, work independently, manage multiple projects and programs, make decisions within approved policy guidelines and monitor and manage project budgets
- Ability to work evenings and weekends, travel (30%) intrastate, interstate and international required
- Good understanding of ag association business acumen
WORKING CONDITIONS

Working conditions include normal office environment, field work could involve exposure to the elements and intrastate, interstate and international travel, including overnight travel.

This Job Description is only a summary of the typical functions of the job, not an exhaustive or comprehensive list of all possible job responsibilities, tasks and duties. Management reserves the right to amend and change responsibilities to meet business and organizational needs as necessary. Employees may be asked to perform other duties, as assigned.

COMPENSATION

Minnesota Soybean offers a competitive total compensation package. Salary will be commensurate with experience. Benefits include health, dental, life/disability, retirement plan and generous paid time off.

TO APPLY

Please send a cover letter and resume via our website, US Mail, email or fax to:

https://mnsoybean.org/msga/association/about/job-opportunities/

Minnesota Soybean
Human Resources
151 Saint Andrews Court, Suite 710
Mankato, MN 56001
HR@mnsoybean.com
Fax: 507-388-6751

No phone calls, please.
Equal Opportunity Employer

TWO DIFFERENT ORGANIZATIONS – ONE GOAL

The Minnesota Soybean Research & Promotion Council (MSR&PC) oversees the investment of soybean checkoff dollars on behalf of approximately 25,000 farmers in Minnesota to promote, educate and develop market opportunities for soybeans. The Minnesota Soybean Growers Association (MSGA) is a membership-based organization that conducts legislative work on behalf of over 4,000 soybean farmer members to fight for farm-friendly legislation. Together, these organizations work to ensure soybeans will remain a viable and profitable commodity for years to come.