

Position Description

Manager - Market Development

Summary:

Support the development, execution and overall management of programs/projects designed to fulfill NCGA's strategic plan goals and objectives related to market demand for U.S. grown corn.

- **Primary areas of focus:**
 - Exports (Grain & Value-Added Products)
 - Grain Transportation
 - Animal Agriculture (Feed)
 - Bio-based Products
 - Ethanol

Reports to: Director of Market Development

Duties and Responsibilities:

- Along with the Director of Public Policy, provide staff support for NCGA's Market Access Action Team (MAAT), a farmer-led committee focused on corn trade and transportation issues. Including but not limited to: Budget tracking, Meeting logistics, and Meeting minutes
- Professionally represent NCGA at industry events consisting of internal and external audiences
- Assist in budget development and tracking for assigned programs
- Liaise with industry stakeholder groups including, but not limited to: International Grain Trade Coalition, U.S. Grains Council, Waterways Council Inc., Railroads, National Pork Board, U.S. Meat Export Federation, USA Poultry & Egg Export Council, National Cattlemen's Beef Association, National Pork Producers Council, U.S. Poultry and Egg Association to help develop partnerships and build/protect markets for corn and value-added products
- Other duties as assigned

Required Knowledge and Skills:

- Strong analytical and organizational skills
- Successful track record of managing and completing concurrent projects
- Excellent communication skills (written and oral)
- Ability to travel domestically (30%-50%)
- Ability to thrive while working both as team member or independently, as the situation dictates
- Excellent Microsoft Outlook and Office skills (Excel, Word and PowerPoint)

Preferred Knowledge and Skills:

- Prior experience within agriculture: Production, Sales, Transportation, Trade, or Communications a plus
- Previous trade association experience
- Master's Degree

Minimum Qualifications:

- Minimum 2-5 years of experience in a fast-paced work environment AND
- Bachelor's Degree within applicable field, OR
- Any equivalent combination of experience and training that provides required knowledge and skills.

Interested candidates should send a resume and cover letter to HR@ncga.com.

Stephen F. Uram
Manager, Grassroots Advocacy and Leadership
National Corn Growers Association
PH: 636-733-9004
uram@ncga.com

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