TITLE OF POSITION: REGIONAL MANAGER/DIRECTOR OF PRODUCER SERVICES; INDIANA, OHIO, MICHIGAN

SUPERVISOR’S TITLE: VICE PRESIDENT OF RESOURCE DEVELOPMENT/ DIRECTOR OF PRODUCER SERVICES

SUMMARY: Develop and execute the Strategic Investment Program (SIP) in Indiana, Ohio, and Michigan (State Associations). This will include coordination with the State Associations marketing plans and contact with individual producers and producer groups. This position will play a key role in increasing the industry awareness of State Associations and NPPC programs and policies. This position requires knowledge of State Associations and NPPC practices/policies, and regular and reliable attendance. This position may also work with packers, processors, and allied industry as needed.

Essential Duties and Responsibilities:

- Position roles and outreach
  - Sales, retention, recruitment, and servicing of SIP producer investors
- Direct, assist, and coordinate as directed by supervisor with coworkers on a few internal and external projects
- Provides producer insight; speaks at producer meetings and industries meetings
- Attend/organize appropriate NPPC meetings, state trade shows, state board meetings and appropriate committee meetings
- Coordinate with MPPA organizations meetings and relevant SIP activities
- Primarily works with NPPC and State staff, but does interact with producer leaders and county organization leaders
- Work with state staff on priorities and execution
- Develop and execute territory Strategic Investment marketing plans in coordination with state associations and county organizations to develop and implement marketing plans
- May commit association funds according to prescribed budget
- Considerable latitude allowed in completing SIP marketing programs
- Other duties as assigned by supervisor

Qualifications:

- Being an effective communicator and reliable teammate is a must
- Requires a strong knowledge of marketing and communications techniques
- Proven sales history
- Ability to motivate and influence different segments to a common purpose
- Strong oral, written, and telephone communication skills
- The position requires a self-starter with strong organizational skills
- Strong personal standards of excellence, ethics and integrity
- Must be able to troubleshoot problems and be open to change
- Ability to resolve conflict between individuals
• Must have a good working knowledge of Microsoft Office and database operations or CRM system general operation

**Travel:** Requires travel (60%) to meet with members, prospects, attend industry meetings, and represent NPPC at other functions as directed by supervisor. Individual must have a valid driver’s license, a good driving record, and current passport.

**Education and/or Experience:** Equivalent of a Bachelor’s Degree in Business Administration, Marketing, Animal Science, Agriculture Business or related applicable degree is required. Related experience will also be accepted. Minimum of 5 years of experience in sales and/or marketing is required.

**Physical Demands and Working Conditions** - Requires light physical effort such as stooping and bending, and occasional lifting of lightweight objects (up to 50 pounds).

**Location:** The position will be located in the sales territory, remote home office.

**DATE OF REVISION: 04/9/2021**

The application link is now available here: https://nppc.org/about-us/careers/