



The Missouri Corn Growers Association (MCGA) and Missouri Corn Merchandising Council (MCMC) is seeking a dedicated, hard-working individual with strong industry and policy expertise to serve as the Associate Director of Market Development.

## JOB DESCRIPTION

The Associate Director of Market Development will serve as the point person in developing new value-added opportunities as well as finding growth markets for Missouri corn growers through policy and market-based strategies. This individual will develop and implement plans to increase corn demand worldwide while working with partners on trade and domestic policy. Position will be based in Jefferson City and will require up to 60 percent travel. Competitive salary and benefits package offered.

## DUTIES AND RESPONSIBILITIES

- Spearhead value-added and market opportunities to increase profitability for corn farmers;
- Communicate information on new technologies and markets;
- Increase the awareness of the value of Missouri Corn checkoff program;
- Attend and host international trade team visits to Missouri corn farms and agribusiness;
- Work with national organizations to increase opportunities for expansion of ethanol use;
- Coordinate with national and state livestock groups to promote meat consumption and modern livestock production;
- Assist when needed to represent Missouri Corn at meetings, trade shows, field days, political events;
- Work with Director of Public Policy to engage government and regulatory officials in removing barriers and increasing market opportunities that will benefit corn growers;
- Help motivate MCGA members to take action on policy initiatives;
- Perform other duties as requested.

## REQUIREMENTS

Education: Bachelor's degree in business management, marketing, agriculture, or more than five years of experience in a related field.

Skills:

- Ability to project a positive image of Missouri Corn programs;
- Relate effectively with all segments of the industry;
- Excellent customer service skills and high level of professionalism;
- Ability to think strategically, creatively, and take initiative;
- Excellent verbal and written communication skills;
- Ability to effectively present information and respond to questions from farmers, members, and the general public;
- Project management, superior organizational skills, and attention to detail;
- Flexibility to travel, including international destinations;
- In-depth knowledge of agriculture, ethanol, and/or automotive industry.

## SUBMIT COVER LETTER AND RESUME

Missouri Corn

Attn: Associate Director of Market Development

3118 Emerald Lane

Jefferson City, MO 65109

or via email: [lschulte@mocorn.org](mailto:lschulte@mocorn.org)

*MCMC was formed in 1984 with the passage of a corn checkoff and is dedicated to market development, research, and education. MCGA is a grassroots organization dedicated to increasing the profitability of corn production through sound policies, market development, and involvement in the political process.*