

Equity Cooperative Livestock Sales Association Position Description

Position Title: Market Manager
Location: Sparta
Reports to: Chief Operations Officer
FLSA Status: Exempt

Overview:

Equity, Wisconsin's largest livestock marketing cooperative, is also one of the nation's largest livestock marketing organizations. Service to its members is a primary obligation of all employees. The responsibility of the person in this position is to positively conduct activities and services under the direction of the Chief Operations Officer in order to establish a strong, competitive and profitable marketing operation for all patron members, operate daily responsibilities in a manner that meets all Cooperative policies, State and Federal policies and manage daily responsibilities in accordance with established goals, plans, procedures and budgets as directed by the Chief Operations Officer.

Essential Functions:

1. Provide livestock marketing services to producers
2. Help producers to understand the results of livestock marketing methods
3. Assist producers with decisions on how and when to best market livestock
4. Represent Equity Livestock in the local agricultural community
5. Provide excellent customer service to all patrons
6. Attend market related meetings and activities
7. Promote Equity Livestock and the advantages of doing business through a patron owned cooperative to increase Equity's patron base
8. Act in compliance with all State and Federal Rules and Regulations that apply to the market location and the movement of livestock both intrastate and interstate
9. Ensure compliance with all Equity policies
10. Responsible for the operation of the livestock market including:
 - 10.1. Supervision and direction of all employees
 - 10.2. Supervision of all livestock auction sales
 - 10.3. Supervision of all private treaty livestock transactions
11. Ensure a safe working environment through proper facility maintenance and employee training
12. Other duties, as assigned.

Qualifications and Requirements:

1. Must reside or relocate within the service area of the Sparta Market
2. Bachelor's degree in Agricultural Marketing or equivalent experience
3. Minimum of 2 years sales experience in the agricultural industry

4. Excellent communication and interpersonal skills
5. Strong, positive history of professionalism and working with people
6. Problem solving skills
7. Basic computer skills preferred

Available Training:

Viewing of livestock handling DVD's
Reading and gaining an understanding of Equity's Livestock Handling Policies and Guidelines, Q&A, signature of employee
Business management training
Supervisory management training
Communication skills training
Training on the buying and selling of livestock
Training on the legal aspects of buying and selling commodities
Computer skills training
Training on federal and state rules and regulations relating to livestock