EQUITY

on the farm ~ in the market ~ working together

MARKET MANAGER
(Arlington WI)

Overview:

The responsibility of the person in this position is to positively conduct activities and services under the direction of the Chief Operations Officer or VP of Market Operations to establish a strong, competitive, and profitable marketing operation for all patron members, manage daily operations in a manner that meets all Cooperative policies, and manage daily responsibilities in accordance with established goals, plans, procedures, and budgets as directed by the Chief Operations Officer.

Essential Functions:

1. Promote livestock marketing services to producers.
2. Responsible for the operation of the livestock market including:
   a. Supervise and direct all employees
   b. Daily communication with packers to determine producer prices
   c. Supervision of all field staff associated with the market
   d. Operation of the market for profitability
   e. Ensure the best possible health and welfare of all animals
3. Assist producers with decisions on how and when to best market livestock.
4. Coordinate trucking to assist producers in marketing livestock
5. Ensure a safe working environment through proper facility maintenance and employee training.
6. Grow sales through on-farm producer visits.
7. Provide excellent customer service to all patrons.
8. Perform on farm cold calls
9. Promote Equity and the advantages of doing business through a patron-owned cooperative.
10. Grow Equity's patron base through excellent customer service.
11. 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.
12. Act in compliance and support all Equity policies and procedures.
    a. Reporting sales stops and call logs
    b. Submitting month end material per month end deadlines
    c. Vehicle and milage reporting
13. Represent Equity in the local agricultural community and attend market-related meetings and activities.

Qualifications and Requirements:

1. Must reside or relocate within the location of the Market.
2. Preferred degree in Agricultural Marketing, Animal Science, Agriculture Business, or equivalent experience
3. Minimum of 2 years' sales experience in the agricultural industry
4. Excellent communication and interpersonal skills
5. Minimum of 2 years' experience in personnel management
6. Ability to problem-solve diverse and unique situations.
7. Basic computer skills .
8. Occasional evening and weekend work.
9. Valid driver's license.
10. Knowledge of evaluating and marketing livestock.

Location: **Arlington WI**
Reports to: Chief Operations Officer
FLSA Status: Exempt – Full Time