

Ohio Soybean Position Announcement

Applications are being accepted for the position of Coordinator, Global Demand and Market Development with the Ohio Soybean Council. Please see the position description below for specific responsibilities.

The Ohio Soybean Council (OSC) is the Qualified State Soybean Board for Ohio. OSC is governed by a board of Ohio soybean farmers, and its mission is to invest Ohio soybean checkoff funds to maximize the value of soybeans and increase profit opportunities for Ohio soybean farmers.

Applications will be accepted for this position until Friday, March 30. To apply, please email or mail a cover letter and resume to:

Kirk Merritt
Executive Director
Ohio Soybean Council
918 Proprietors Road, Suite A
Worthington, Ohio 43085
Email: kmerritt@soyohio.org

Title: Coordinator, Global Demand and Market Development

Responsibilities would include, but would not be limited to, the following:

Export Promotion and Market Access

- Develop projects to increase exports of Ohio specialty/food grade and commodity soybeans and soy-based products, in collaboration with state and national ag export organizations
- Organize and conduct export market development trips to key markets for Ohio specialty/food grade and commodity soybeans and soy-based products
- Work with state and national livestock organizations to promote exports of Ohio and US meat and poultry products
- Host international soybean buying delegations on visits to Ohio
- Monitor market access and trade policy issues that have potential to impact Ohio and US soybean exports
- Serve as OSC staff lead for national organizations including US Soybean Export Council, World Initiative for Soy in Human Health, US Meat Export Federation, USA Poultry and Egg Export Council, and others

- Represent OSC at state and national conferences and trade shows focused on soybean and agricultural exports
- Collaborate with other OSC staff members to market new soy-based technologies to international partners

Transportation Infrastructure and Logistics

- Develop and maintain information on domestic and international market flows of Ohio soybeans and soybean products to educate and inform farmers and other key stakeholders
- Identify road, rail, and water logistics opportunities and challenges to future demand growth for Ohio soybeans
- Work with state and national transportation organizations on projects and programs that enhance Ohio and US transportation infrastructure
- Serve as OSC staff lead for national and state organizations with interests in enhanced ag transportation infrastructure, including Soy Transportation Coalition and Waterways Council

Value and Supply Sustainability

- Identify ways to capitalize on Ohio's soybean quality, composition advantages, and sustainable production in domestic and international markets
- Identify value-added opportunities in human consumption to domestic and international customers
- Develop understanding of existing domestic and international sustainability protocols and certifications, and resulting buyer expectations that will impact Ohio soybean farmers, including the U.S. Soybean Sustainability Assurance Protocol (SSAP)
- Work collaboratively with other states and national organizations on efforts to increase the understanding of the sustainability of U.S. and Ohio soy and its supply chain and capitalize on those opportunities
- Work with other staff to inform Ohio soybean farmers about the current state of sustainability protocols, value-added composition opportunities, and supply issues
- Serve as OSC staff lead for organizations focused on building soybean value and exploiting composition advantages

Proposal and Project Management

- Review and evaluate proposals for OSC checkoff funding in areas of responsibility from current and potential contractors
- Provide evaluation on proposals to OSC management and board members
- Manage ongoing projects to ensure objectives and expectations are accomplished, projects are conducted within budget, and project deadlines are met
- Prepare and present project and program updates to OSC Board and other audiences

- Collaborate with other state and national checkoff organizations and other groups on multi-partner projects

Industry Collaboration and Business Development

- Build positive working relationships with OSC board members and staff, international marketing and logistics providers and other industry contacts
- Serve as a resource on global demand, market access, and transportation/logistics issues to Ohio soybean farmers, Ohio-based specialty/food grade suppliers, industry partners such as grain merchandising and processing companies, cooperatives, and others
- Work with industry partners and economic development organizations to drive new infrastructure investment that will benefit Ohio soybean farmers
- Develop methods for getting input from industry stakeholders to help guide OSC strategic direction on international marketing and transportation issues
- Work as part of OSC team to plan OSC participation in major events such as the Ohio State Fair and Farm Science Review

Qualifications:

- Bachelor's degree in relevant field or equivalent experience
- 3+ years of export promotion and/or transportation/logistics industry experience
- Familiarity with agriculture and farming preferred
- Familiarity with trade associations and member-based organizations
- Understanding of international trade procedures
- Experience using social media applications
- Strong oral and written communication skills
- Proficiency with word processing, spreadsheet and presentation software
- Ability to travel frequently as needed, both domestically and internationally

Reports to: Executive Director, Ohio Soybean Association and Council

This position will be filled on an equal opportunity and nondiscriminatory basis without regard to race, color, creed, age, gender, disability, religion, sexual orientation, national origin, ancestry, or military or veteran status. Employment may be conditional upon successful completion of a substance abuse screening test and/or background check as part of the company's pre-employment policy.