



## Beef Alliance Managing Director

### About the Beef Alliance

Founded by visionary leaders in the cattle feeding segment, the Beef Alliance is an organization of innovative, progressive and relevant cattle feeding companies focused on continuing the legacy of responsible cattle stewardship through research, development & innovation and beef value chain engagement.

Beef Alliance members are located across the United States and represent approximately 25 percent of the fed cattle supply in the country. Members include Adams Land and Cattle, AgriBeef, Beef Marketing Group Cooperative, Inc., Beef Northwest, Biegert Group, Cactus Feeders, Five Rivers Cattle Feeding, Friona Industries, and LaVaca Cattle Co.

### Position Description

The Managing Director is responsible for guiding development and leading implementation of all initiatives and obligations of the Beef Alliance.

### Competencies & Responsibilities

- **Leadership & Coordination**
  - Manage a board comprised of a diverse group of strong industry leaders in the cattle feeding business, leading them to reach consensus on issues and opportunities pertinent to the Beef Alliance.
  - Co-coordinate the Beef Alliance Research Working Group and lead any ad hoc working groups appointed by the Board of Directors.
  - Participate on the Executive Committee of the International Consortium for Antimicrobial Stewardship in Agriculture.
  - Represent the Beef Alliance in all U.S. Roundtable for Sustainable Beef obligations.
- **Strategic Thinking & Problem Solving**
  - Bring innovative programming ideas and opportunities to the Beef Alliance Board of Directors.
  - Lead a strategic planning process annually to establish goals and objectives in line with the Beef Alliance Vision.
  - Monitor regulatory and legislative issues pertinent to cattle feeding. Recommend and implement tactics to influence policy issues when necessary.
- **Focus & Execution**
  - Lead implementation of all projects, events, meetings and initiatives of the Beef Alliance, and track all progress to report to Beef Alliance officers on a monthly basis. Existing programming includes meetings with industry stakeholders (trade associations, packers, end users, etc.), the Beef Alliance Startup Challenge and related programming, Veterinary Education seminars, and more.
  - Plan and facilitate quarterly Board of Directors meetings, including planning the agenda, distributing read-ahead materials, and maintaining a record of all meeting minutes and proceedings.
  - Coordinate Beef Alliance research work and provide updates to the Board of Directors on trial progress.

- **Communication**
  - Maintain and update the Beef Alliance website and Beef Alliance LinkedIn account.
  - Establish professional relationships with congressional staff and regulatory agency personnel.
  - Establish and maintain strategic partnerships with stakeholders of the beef supply chain, including end users, agricultural lenders, pharmaceutical companies, trade associations, etc.
  
- **Responsibility, Reliability & Organization**
  - Establish annual budget, comprised of annual membership dues, industry preservation dues & non-dues revenue, necessary to accomplish strategic goals and objectives.
  - Manage all financial obligations, including distributing payment to vendors for services provided, adhering to budget protocols, and coordinating budget tracking process.

### **Qualifications & Experience**

- Strong strategic thinking and problem-solving skills.
- Ability to manage strong and diverse personalities and to guide the Board of Directors through issues and/or projects and reach consensus.
- A background and/or strong understanding of the beef cattle industry is preferred.
- Highly knowledgeable and respected in the beef supply chain.
- Strong organization skills and attention to detail.
- Ability to execute multiple initiatives at the same time and track progress.
- Ability to establish and maintain positive and effective working relations with Alliance Members and beef supply chain partners.
- Excellent, timely and effective interpersonal and written communication skills.
- Excellent preparation and presentation skills.
- Self-motivated with excellent time management skills.
- Ability and willingness to travel as needed.
- High ethics and integrity.

### **Benefits & Compensation**

- Salaried position with wages based on qualifications, skills, and experience.
- Location is flexible.
- Retirement IRA.
- Health insurance stipend.

***Interested candidates should submit a resume, with references, and cover letter to [mary.soukup@beefalliance.com](mailto:mary.soukup@beefalliance.com)***