

## Ohio Soybean Position Announcement

Applications are being accepted for the position of Manager, 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's mission is to invest Ohio soybean checkoff funds to maximize the value of soybeans and increase profit opportunities for Ohio farmers. OSC is governed by a board of Ohio soybean producers.

The candidate selected for this job will play an important role in the success of our mission-driven organization, and will become a key member of our staff team. We value our staff and offer a competitive salary and a wide array of benefits including, but not limited to: employer-paid medical, dental, vision and life insurance coverage; paid time off; a parental leave policy; a tuition reimbursement program; and a 401K program.

Applications will be accepted for this position until August 26, 2022. To apply, please email or mail a cover letter and resume to:

Kirk Merritt  
Executive Director  
Ohio Soybean Association/Ohio Soybean Council  
918 Proprietors Road, Suite A  
Worthington, Ohio 43085  
Email: [kmerritt@soyohio.org](mailto:kmerritt@soyohio.org)

### Position Description:

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

#### Export Promotion and Market Access

- Develop and manage projects to increase exports of Ohio specialty/food grade and commodity soybeans, 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
- 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
- Identify ways to capitalize on Ohio's soybean quality, composition advantages, and sustainable production in domestic and international markets
- 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)
- 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

#### Biodiesel/Renewable Diesel Market Development

- Develop and manage marketing and research projects to increase demand for biodiesel and renewable diesel
- Identify biodiesel and renewable diesel market opportunities and challenges that impact demand growth for Ohio soybeans
- Serve as OSC staff lead for state and national organizations with interests in increasing demand for biofuels, including Clean Fuels Alliance America and Clean Fuels Ohio
- Represent OSC at state and national conferences and trade shows focused on biodiesel and renewable diesel demand and markets
- Work with industry partners and economic development organizations to drive investment that will benefit Ohio soybean farmers and grow biodiesel and/or renewable diesel within the state

#### 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

### Proposal and Project Management

- Review and evaluate proposals for OSC checkoff funding in areas of responsibility from current and potential project 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

### Partner Collaboration

- Build positive working relationships with OSC board members and staff, international marketing and logistics providers and other industry contacts
- Serve as a resource on exports and market access, biodiesel and renewable diesel, and transportation/logistics issues to Ohio soybean farmers, Ohio-based industry partners, 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 exports, market access, biodiesel/renewable diesel, 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
- Experience in areas of importance to the job, including marketing and project management
- Ability to manage multiple projects and frequent deadlines
- Ability to work independently and as a leader of small teams
- Familiarity with agriculture and farming preferred
- Familiarity with trade associations and member-based organizations preferred
- Strong oral and written communication skills
- Proficiency with word processing, spreadsheet and presentation software
- Ability to travel as needed, both within and outside Ohio, including international travel
- Self-motivated, creative, and organized

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.