



Title:

Procurement & Sales Manager

Reports to:

Chief Executive Officer

Job Purpose:

Responsible for the development and coordination of the chicken procurement and sales program, while cultivating supplier and customer relationships to maximize market opportunities

Key Responsibilities and Accountabilities:

- Become a master at relationships with both raw material vendors and customers to maintain a pulse on the market, its needs, and its opportunities
- Independently research and strategize prospects to aggressively expand our customer base and extend our reach
- Source and purchase raw material based upon market conditions and needs
- Market and sell finished product to customers based upon market conditions and customer needs
- Cultivate strategic relationships to understand what is impacting our partners and identify how we can help
- Understand margins, trends, plant and logistical capabilities, product and service intricacies, cause and effect scenarios, and balancing relationship factors to make the best decisions
- Identify and execute company, departmental, and self-goals and initiatives
- Use communication skills to negotiate both contracts and individual transactions with suppliers and customers
- Use problem-solving skills to address issues or complaints
- Consistently look for ways to bring value to our partners by offering up ideas and solutions to the Team
- Promote personal and company image throughout the community

Physical Requirements:

- Willing to travel a minimum of 50%