

Blended Manager

Job Summary:

New Balance Commodities is the leader in building a road map to success for the mid-market cattleman. We work with clients to secure their position in co-products throughout the upper Midwest. We have a passion for growing agriculture in rural America and want to keep livestock in entrepreneur's hands. We feed cattle, both our own and custom, at two locations. We are also passionate about providing services that are unattainable to the mid-market cattleman. This person will be in a leadership role managing the Company's Custom Feed Blending.

The Ideal Candidate

This person is an effective leader who can make tough decisions, driving the Company toward our long-term vision. Candidate needs to demonstrate "Grit and Guts", personal accountability, and exemplify a strong moral code while maintaining personal productivity and quality standards. Experience in livestock operations, ration formulation, sales, and logistics is required. Candidate must be passionate about process improvement and efficiency. This person's attitude is a growth oriented, fast paced change agent that values people ahead of profits.

Responsibilities and Duties

Those considering applying for this position must perform the following tasks:

- Lead, manage and hold blended team (Sales Manager, Blended Coordinator, feed delivery drivers and custom blender) accountable to following policies and procedures
- Accountable for blended business unit's sales revenues, Profit and Loss
- Implement blended marketing strategy
- Manage client lead generation, retention and growth
- Perform sales function on "in house" blended clients
- Review and improve blended workflow
- Maximize blended mill capacity through improved facilities efficiency and output
- Develop and manage blended facility enhancements
- Maintain and report blended contracts
- Ensure client retention and provide follow up to guarantee complete client satisfaction
- Calculate and order feed inventory from merchandisers
- Prepare blended product pricing and manage blended product margins
- Determine freight costs for order based upon freight matrix
- Build quality professional relationships within the livestock industry

Skills & Qualifications

Those considering applying for this position should possess the following list of skills and qualifications:

- Education: Bachelor's degree in Business Administration or 5 years of work related experience
- Good communication skills, both written and verbal
- Skilled in Microsoft Office 365 products (Word, Excel, Outlook, etc.)
- Accuracy in daily work and other projects
- Ability to meet communicated schedules and deadlines
- Adherence to policies, procedures and instructions of Director of Livestock & Blended Feed
- Ability to maintain good working relationships with vendors, clients and other team members
- Physical: Includes sitting at computer for extended lengths of time

If interested, send resume to dlind@nbccoproducts.com