



Director of Livestock and Blended Feed

Job Summary

New Balance Commodities is the leader in building a success road map for the mid-market cattlemen. 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 passionate about providing services that are unattainable to the mid-market cattleman. This person will be in an executive role leading the company's Cattle Feeding, Production Facilities, Land Management, and Custom Feed Blending.

The Ideal Candidate

This person is a strategic thinker and an effective leader who can make tough decisions, driving the company toward our long-term vision. This is a pioneer who delegates details, seeing, and believing in the "big picture." This person demonstrates Grit and Guts, personal accountability, and exemplifies a strong moral code. Experience in livestock operations, procuring cattle, futures trading, animal handling, ration formulation, sales, and marketing cattle is needed. They must be passionate about margin management of cattle positions. 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 be capable of performing the following tasks:

- Develop a strategy to grow the company to the top livestock feeding company
- Systemize our company position management process into a marketable program to clients
- Market company and client cattle to a packer. Negotiate non-traditional marketing agreements
- Grow revenue stream from order buying cattle from the ranch
- Maximize our production facility, including blending mill and feed-yard
- Influence clients to purchase our custom blended feed
- Create operational efficiencies of truck routes, feed pricing, scheduling, and inventory
- Add services to grow the mid-market livestock producers
- Ability to drive our company to the next level
- Build relationships and partner on pens of cattle
- Hold people accountable to goals and metrics
- Assess closeouts along with creating projections
- Create a useable database to allow agility and quick decision making

Skills & Qualifications

Those applying for this position should consider if the following list of skills and qualifications provides a good description of themselves:

- Education: Bachelor's degree in Finance, Business Administration, Animal Science /or 10+ years of progressively responsible experience
- Decision maker, proactive, hands-on strategic thinker who will own the responsibility of commodity markets
- Basic understanding of business systems and technology
- Ability to negotiate high level large capital deals, including cattle and rolling stock
- Assess problem situations to identify causes and make recommendations to resolve
- Strong interpersonal and communication skills with all team members and outside individuals
- Physical: Business day and overnight travel. Periodic weekend or evening work is expected

If interested, send resume to todd@nbccoproducts.com