

## **Trade & Exports Manager**

**Hours:** Full-time, salaried position

**Date Posted:** October 16, 2021

### **Overview:**

The Illinois Soybean Association is looking for a Trade & Exports Manager to oversee ISA's trade and export program. This role will work to increase the engagement of ISA in the trade and export space by working with farmers, exporters, foreign consulates, soybean buyer teams, and partner organizations. Trade and exports are a critical part of the Market Development strategy for ISA and this role would play an integral part in the mission of ISA working on behalf of Illinois soybean farmers.

This role will act as staff lead for foreign trade teams coming to Illinois and managing the relationship with the ISA team and external organizations also involved with the trade teams.

The Trade & Exports Managers will work with the internal Market Development team, communications team, and ISA contractors to manage ISA's trade and exports program.

This role will also work with the Director of Public Policy & Market Development to manage ISA's relationship with international trade partners including USSEC, USAPEEC, USMEF, and others.

The job will also require working with the team at ISA to develop budgets, review project ideas, manage project and contract status working with an internal database.

The ideal candidate can manage multiple projects with varying timelines and specific deliverables needed for each. Experience with foreign markets is highly desired.

We are looking for a passionate, knowledgeable, and dedicated team member who enjoys working on behalf of Illinois soybean farmers.

Being that we represent Illinois' 43,000 soybean farmers, we are also looking for a team member who has a deep appreciation for agriculture and the farmers that we serve.

The position would report to the Director of Public Policy & Market Development.

### **Requirements:**

This position requires a strong candidate with a diverse skillset with an emphasis on strategic thinking and ability to work independently. Strong internal and external communication skills are also required. We are looking for candidates with at least 3-5 years of relevant work experience.

A degree in international relations, political science, public affairs, or international business is preferred.

Candidate must have the ability to work well independently, as well as in a team-based environment.

Due to the nature of the work, candidate must be able to manage multiple fast-paced projects and be a quick, proactive thinker.

**Work Environment:**

The position is located in Bloomington, Ill., at ISA's home office. In-state, some out-of-state, and possible international travel will be required. Some physical demands will be required, and applicants should be able to lift 50 lbs.

**Work Hours:**

This is a full-time, salaried position. Traditional work hours will apply, but occasionally there will be evening commitments.

**Benefits:**

Salary commensurate with experience. Generous vacation and holiday package. 401(k) plan and benefits offered to every employee.

**How to Apply:**

Email cover letter, resume, and two professional references to Andrew Larson, Director of Public Policy & Market Development, at [larsona@ilsoy.org](mailto:larsona@ilsoy.org).

**Deadline to Apply:** January 4, 2022