

POSITION TITLE: BCA Manager

LOCATION(S):

IMMEDIATE SUPERVISOR: CEO/General Manager

POSITION PURPOSE:

Manage the functions of BCA Products, a division of Central Region Cooperative. Coordinate the procurement, sales, manufacturing, delivery and compliance of products and services. Lead employees to aggressively set and support sales and service goals.

RESPONSIBILITIES:

- Lead business development, strategic planning, and marketing of BCA products and services with management and sales teams
- Manage the organization's BCA employees responsible for procurement, sales, manufacturing and delivery of products and services
- Develop, execute, and create accountabilities that manage the company's risk of doing business within the board's pre-established guidelines following the company credit policy
- Plan, direct, and negotiate contracts with suppliers in support of the company's growth. Purchase all products and maintain a robust inventory needed to service customers
- Manage profit and loss of retail fertilizer department. Oversee costs of operations and develop strategies to reduce costs when possible
- Work with Accounting Manager to prepare annual operating budget for the BCA department. Seek board of director approval
- Prepare capital expenditure requests based on long-term investment needs of the BCA department
- Assure BCA products are in compliance with regulatory requirements, including all state and federal safety regulations

BASIC REQUIREMENTS:

- Bachelor's degree in a business or ag-related field
- Knowledge of retail & wholesale fertilizer industry
- P&L and business analytics experience
- Management experience with production and sales teams
- Understanding of business strategy and business planning principles
- Exceptional analytical and conceptual thinking skills
- Skilled with problem-solving and conflict resolution
- Highly developed and demonstrated teamwork skills
- Excellent communication verbal and written skills
- Ability to manage relationships both internally and externally
- Ability to lead in an environment of change
- Energetic, detailed oriented, able to adhere to deadlines in a timely manner