



REGIONAL MANAGER – WESTERN REGION

The American Angus Association is seeking qualified applicants for the position of Regional Manager in the western region of CA, NV, UT and AZ. This position is responsible for representing the Association in a variety of venues, providing an excellent member service experience to Association members and breeders through regular communication. The position serves as a liaison between the organization, its membership, users of Angus genetics, industry partners and academia

ESSENTIAL DUTIES AND RESPONSIBILITIES:

- Represent the Association at industry events and functions to promote the Angus breed and use of its services.
- Be informed of and administer Association rules and policies.
- Maintain a working knowledge of all Association entities and ability to discuss them effectively.
- Inform Association members and users of Angus genetics of the programs and services offered by the Association and its four entities and assist with the implementation of these programs.
- Educate commercial partners on the value of registered Angus bulls provided by utilizing AngusSource and other vital commercial programs.
- Provide marketing and promotional assistance to members and users of Angus genetics through solicitation and utilization of all Angus Media marketing platforms. Provide ring service at auctions when advertising requirements are met.
- Represent the Association at shows, assisting show management with rule enforcement, processing of entries, development of show programs and in other capacities as needed.
- Assist state adult and junior associations with activities and events sponsored by these groups and/or the Association.

QUALIFICATIONS:

- Excellent communication skills, including telephone, written and presentation skills.
- Must be customer/client focused.
- Ability to organize, prioritize and execute multiple activities simultaneously.
- Ability to analyze and solve problems and retain information.
- Must have excellent time management skills.
- Must be comfortable with computers and other technology.
- Must have working knowledge of the Beef Industry.
- Ability to work independently as well as in a team environment.
- Must be able and willing to travel frequently, can be heavy travel during sale season.
- Must have a valid driver's license to operate a company vehicle.

EDUCATION/EXPERIENCE:

- Bachelor's degree in Agricultural Science, or equivalent work experience.
- Industry work experience with a breed association, publication, sales and marketing or customer service is a plus, but not required.

Employees of the Association enjoy competitive compensation (based upon experience) and a strong benefits package including medical insurance, dental insurance, vision coverage, life and disability insurance and a 401K. Paid time off is also included.

If you are interested, please submit a cover letter, resume and salary requirements to careers@angus.org.

The American Angus Association is the nation's largest beef breed registry with nearly 25,000 adult and junior members. The Association's goal is to serve the beef cattle industry, and to increase the production of consistent, high quality beef that will better satisfy consumers throughout the world. The Association is comprised of the parent company, the American Angus Association located in St. Joseph, MO, along with its four subsidiaries: Angus Genetics Inc., Angus Productions Inc., Certified Angus Beef LLC and the Angus Foundation. The American Angus Association is an EOE.