



## Director of Field Services

**Responsibilities:** This position involves working with the state's beef cattle industry, representing the Association at producer meetings, cattle sales, county cattlemen chapter meetings, and agribusinesses events. The position will be the lead staffer for coordinating the Association's junior cattlemen programs. The individual reports to the Executive Vice President and is responsible for the following but not limited to:

- Work with the Executive VP by attending and serving as a spokesperson for the Alabama Cattlemen's Association at county and statewide cattle producer events.
- Coordinate the Association's junior cattlemen programs.
- Maintain a positive working relationship with Auburn University faculty, Alabama Cooperative Extension System youth 4-H staff and Alabama FFA staff to enhance state livestock events for 4-H, FFA and AJCA members.
- Be the sounding board with cattle producers to help identify needs and then work to develop and publicize programs conducted by Alabama Cooperative Extension System staff that meets these needs.
- Increase private treaty collections by properly communicating the value of the state checkoff and ways to submit funds when selling cattle directly off the farm.
- Work with county chapters in increasing AJCA membership and developing and coordinating activities for the members.
- Attend cattle sales throughout the state, represent the *Alabama Cattleman*; sell advertising and membership (both individual and associate)
- Identify and recruit young producers (20-40 years of age) to participate in the Young Cattlemen's Leadership program
- Develop ways to increase sales of the "Cowboy" vanity tag and consequently increasing the number of college scholarships awarded annually.
- Maintain a working relationship with stockyards in Alabama, enhancing communication about the beef checkoff program

### Required Knowledge, Skills and Abilities:

- Thorough knowledge of the beef cattle industry
- Minimum of a Bachelor's degree from an accredited institution in Animal Science or related field
- Excellent leadership and organizational skills
- Ability to multi-task and complete basic office work
- Strong oral and written communication skills

- Strong work ethic, self-starter
- Team Player
- Success in coordinating and carrying out projects in a timely manner

This position requires some night and weekend work as well as travel. Salary is negotiable and commensurate with abilities and experience.

Please send resumes and qualifications to the Alabama Cattlemen's Association Attn: Erin Beasley 201 S. Bainbridge St. Montgomery, AL 36104 or email to Erin Beasley at [ebeasley@bamabeef.org](mailto:ebeasley@bamabeef.org).