

U.S. Grains Council – Regional Ethanol Manager for EU, UK and Canada

International market development organization based in Washington, D.C. is recruiting a regional ethanol manager for EU, UK and Canada. The individual in this position will serve to develop and execute an effective ethanol promotion strategy for U.S. corn-based ethanol across the European Union, United Kingdom, and Canada. This position will assist in strategic planning and market analyses for ethanol market development within this region, including mission planning, stakeholder relationship mapping, and engagement. The position is based in Washington, D.C.

USGC is a leading non-profit member association dedicated to expanding exports of U.S. corn, sorghum, barley and related co-products, including ethanol. To promote a healthy work-life balance, we have established programs including telework (two days per week), 37.5-hour workweek, Employee Assistance Programs, paid training/seminars, lunch-and-learn sessions, and more. USGC also offers competitive health/dental/vision benefits, generous leave policies and generous retirement benefits.

Desired Qualifications

Minimum requirement of a bachelor's degree in economics, international trade policy, agriculture policy or business is preferred. Advanced degree in policy, law or economics is a plus. Experience in or understanding of ethanol industry is required. Prior professional experience in policy strategy development is strongly preferred. The ideal candidate will be detail oriented and able to multi-task in a fast-paced environment as well as willing and available to travel frequently internationally and domestically.

If you are interested in the position, please submit a letter of interest and a resume by **COB on May 17, 2024** to employment@grains.org

The U.S. Grains Council is an Equal Opportunity Employer. It does not discriminate in the terms and conditions of employment on the basis of race, color, national origin, sex, age, disability, sexual orientation, gender identity or expression, or any other factor prohibited by law.

As a participant in USDA programs, we share the commitment to comply with all federal, state and local civil rights laws and those of the USDA. More about this commitment is found here, <https://www.usda.gov/non-discrimination-statement>

**Regional Ethanol Manager- EU, UK, Canada
 Position Description**

Department: Ethanol / International Operations	Reports to: Director of Global Ethanol Market Development
FLSA Status: Exempt	Supervisory responsibility: None
Approved by: President and CEO	Budgetary responsibility: As directed by supervisor

Purpose of the Position: This position will serve to develop and execute an effective ethanol promotion strategy for U.S. corn-based ethanol across the region of the European Union, United Kingdom, and Canada. This position will assist in strategic planning and market analyses to create targeted decisions for ethanol market development within this region, including mission planning, stakeholder relationship mapping, and engagement.

This role enables the Council to promote and increase the Council’s key messages of ethanol as a low-carbon, sustainably produced fuel and industrial use product within EU, UK, and Canadian-based organizations, local ethanol industries, governments, private supply chain entities, and global multilateral entities/NGOs as part of the global solution towards decarbonization, enhancement of human health and reduction in fuel costs.

Responsibilities:

1. Create and execute targeted strategies based on relevant policy and market changes, engagement opportunities, activity results, and commercial developments in key sectors of interest for U.S. ethanol within the region.
2. Represent the Council in official meetings and conferences to promote ethanol to regional stakeholders including supply chain organizations, governmental entities, commercial and private fuel operators and global multilateral entities, and NGOs.
3. Liaise directly with USDA FAS and U.S. governmental entities based in the region regarding applicable ethanol policy and related environmental, transportation and agricultural developments.

4. Liaise directly with foreign regional government officials to facilitate information sharing among industry stakeholders, and USGC resources regarding the increased use of ethanol.
5. Gather information, develop strategy and execute approaches to address any tariff or non-tariff market barriers for U.S. ethanol.
6. Contract appropriate and as needed studies to showcase ethanol's economic benefits to countries, terminals, retail operators and consumers.
7. Work to implement a parallel strategy to increase the regional consumption of ethanol for other additional uses such as sustainable aviation fuel, maritime, bioplastics and industrial applications.
8. Oversee and manage consultant contractors and yearly contract requirements within the regional portfolio to pursue specific technical and policy initiatives as appropriate for Council's ethanol efforts.
9. Attend and/or host industry-related conferences, meetings and seminars as appropriate that intersect and further the Council's ethanol objectives.
10. Articulate and effectively showcase ethanol's pricing strategy efforts for countries, terminals, retail operators and consumers to ensure ethanol's economic benefits are a key pillar of increased adoption incentives.
11. Develop technical acumen on refinery operations, fuel specifications and ethanol molecule characteristics to ensure expanded knowledge of key stakeholders who would implement higher ethanol consumption.
12. Understand and develop strategy related to transshipment, storage, infrastructure compatibility and retail operations.
13. Manage trade missions for regional foreign delegations to the U.S., as well as U.S.-based delegations traveling to the region, including travel logistics, meeting itineraries, and preparation of briefing materials.
14. Coordinate budget management and resource implementation with the D.C. and MEA office teams.
15. Recruit U.S. and non-U.S. consultants for foreign assignments in consultation with program partners and complete all necessary arrangements to assure that objectives of consultant travel are met.

16. Perform other duties as assigned.

Education and Experience Requirements:

1. Five or more years of experience in the relevant field of work.
2. Bachelor's degree required, with a focus in economics, international trade policy, agriculture policy, or business preferred.
3. Advanced degree in policy, law, or economics preferred.
4. Experience in or understanding of ethanol industry is required.
5. Experience in policy development strategy development strongly preferred.
6. Ability and willingness to frequently travel internationally and domestically, with potential for international posting.

Skills, Knowledge and Abilities:

1. Demonstrated expertise in managing multiple tasks, projects, and deadlines in a highly dynamic environment.
2. Ability to prioritize, see what needs to be done, assess degree of urgency and importance, and translate into results.
3. Excellent oral and written communication skills.
4. Strong team and collaboration skills.
5. Technically competent with Microsoft Office suite including spreadsheets, databases, and presentation software.
6. Well versed in the use of analytical software related to ethanol, including USDA GATS, SGS, S&P Global Commodity Insights, and various IHS databases.
7. Understanding and experience in macroeconomic, consumer market and MTBE/ETBE data, a plus.

8. Ability to analyze and compose findings of economic and trade data for internal and external publication.

I acknowledge receipt of and understanding of this job description.

Employee Signature: _____

This job description may include most, but not all duties that fall under the position. It is not intended to contain all responsibilities, education or skills. From time to time this job description will change and employees will be asked to perform tasks outside of their area of responsibility.

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