U.S. Grains Council – Director of Global Ethanol Export Development

International market development organization based in Washington, D.C. is recruiting a director of global ethanol export development. This position is responsible for providing direction to and management of the Council’s worldwide ethanol strategy and marketing plan activities. This position will oversee the execution, implementation and post evaluation of ethanol activities and projects that are carried out globally and monitor federal award budget compliance. The individual in the position will coordinate with the directors for international programming and their staff to oversee strategic development and monitoring of the Unified Export Strategy. 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. The salary range starts at $150k per year plus stated benefits.

Desired Qualifications

Minimum requirement is a bachelor’s degree with preference given to those with a degree in an agriculturally related field and/or economics, business or marketing. Prior experience working in or understanding of the U.S. ethanol industry is required. Demonstrated experience in policy development is strongly preferred. Experience with international market development and work in a multicultural environment is preferred. The ideal candidate will be detail oriented and able to multi-task in a fast-paced environment.

If you are interested in the position, please submit a letter of interest and a resume by COB on August 23, 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 based on 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
Job Description

Director of Global Ethanol Export Development

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<tr>
<th>Department: Global Programs</th>
<th>Reports to: President and CEO</th>
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<td>FLSA Status: Exempt</td>
<td>Supervisory responsibility: Sr. Manager of Global Ethanol Export Development, Manager of Ethanol Policy &amp; Sustainability, Manager of Global Ethanol Programs, Regional Ethanol Manager for the EU, UK &amp; Canada, Global and Ethanol Program Coordinator</td>
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<td>Approved by: Vice President</td>
<td>Budgetary responsibility: Yes</td>
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Purpose of position:

The Director of Global Ethanol Market Development is responsible for providing direction to and management of Council’s worldwide ethanol strategy and marketing plan activities. This position will oversee the execution, implementation and post evaluation of ethanol activities and projects that are carried out globally.

Responsibilities:

1. Oversee all global ethanol programs including program strategy, planning, implementation and evaluation; FAS budget compliance; personnel; administration and communications.
2. Provide strategic direction to all international staff and consultants related to ethanol market development programs and strategies.
3. Coordinate with the Director of Global Programs Administration, Senior Director of Global Strategies and their staff to oversee strategic development and monitoring of the Unified Export Strategy.
4. Ensure proper and efficient implementation of the activities and projects and compliance with applicable USGC and FAS rules and regulations.
6. Supervise Ethanol related consultants and specialists that are managed out of the Washington DC office.
7. Ensure effective communication between the global offices and USGC/WDC, as well as with key stakeholders including but not limited to the Council membership, Growth
Energy, Renewable Fuels Association, Ethanol Advisory Team, Ethanol Steering Committee and USDA’s Foreign Agricultural Service.

8. Oversee USGC’s programs for off-road use of ethanol that would include sustainable aviation fuel, cook stoves and biobased chemicals among others.

9. Ensure program and policy coordination between USGC/WDC and country and regional offices.

10. Manage departmental budget.

11. Carry out membership committee and task force assignments.

12. Other duties may be assigned to meet business needs.

**Education/Experience Required:**

1. A minimum of a bachelor’s degree required, preference given to those with a degree in an agriculturally related field and/or international relations, marketing, business or economics.

2. Experience with and knowledge of the U.S. ethanol industry required.

3. Minimum of five years supervisory experience required.

4. Experience related to international market development and working in a multi-cultural environment a plus.

5. Experience working with stakeholders in industry and government also a plus.

**Skills, Knowledge and Abilities:**

1. Proficiency in MS Office Suite, including Word, Excel, PowerPoint and Office required.

2. Excellent communication skills, both verbal and written, are required.

3. Ability to work independently.

4. Ability to always represent the organization in a professional manner.

5. Strong interpersonal communications and team building experience.

*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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**Revision Date: 08/01/2024**