



New Business Development Manager

The American Soybean Association (ASA) was founded in 1920 by soybean farmers and extension workers to promote soy for high protein applications in developmental settings. Overseas activities initiated in the mid-1950s, and to date ASA has worked in over 80 countries. The World Initiative for Soy in Human Health (WISHH) was founded in 2000 to expand the work of the American Soybean Association (ASA) in developing and emerging markets to improve health, nutrition and food security, building the groundwork for future markets of soy. WISHH provides services in food technology, business development, nutrition services, and program and proposal development. WISHH expertise extends its network into additional areas, such as aquaculture and animal feed.

ASA/WISHH connects trade and development to strengthen agricultural value chains in emerging markets, creating trade and long-term demand for U.S. soy. Trade can improve lives worldwide for both farmers and consumers. U.S. soy trade in emerging markets is pivotal to improve accessibility, affordability, and acceptability of high-quality plant and animal-sourced proteins in developing economies. Rising incomes in emerging economies generate further opportunity for trade. ASA/WISHH builds opportunity for long-term trade by improving agricultural value chains, human and animal nutrition, and farmer net incomes. ASA/WISHH initiatives broadly fit in two arenas: (1) trade-building long-term, early-stage market development, and (2) trade-building international agriculture and economic development. The St. Louis-based Program operates in sub-Saharan Africa, Asia and Central America.

ASA/WISHH offers proven feed sector capacity and decades of accumulated knowledge from ASA programs. Principal approaches include market and economic assessments, technical assistance and capacity building, food and feed trials and demonstrations, farmer field days, youth mentorship programs, food and feed value chain development, and market linkages.

ASA/WISHH achieves its mission by working in close partnership with: (1) the public sector (e.g., USDA, USAID, U.S. land grant universities, and host country governments), (2) the private sector (e.g., trade associations: Qualified State Soybean Boards, United Soybean Board and U.S. Soybean Export Council), and (3) private voluntary organizations. The Program draws upon the resources and experience of these partners and the services of a cadre of ASA/WISHH consultants with technical expertise in agricultural, international and commercial development spheres. ASA/WISHH relies on decades of experience in food commercial development and agricultural development programming. The Program takes pride in its growing portfolio of success with U.S. government-funded projects, including USDA (Food for Progress, McGovern-Dole, Global Broad-Based Initiative, Foreign Market Development, Market Access Program, Agricultural Trade Promotion, Emerging Markets Program, and Quality Samples Program) and USAID funding in both prime and sub-recipient capacities. ASA/WISHH has also attracted both private sector and other complementary funding sources from various donors to build on and leverage core funding from Qualified State Soybean Boards.

WISHH's objective is to increase the international consumption of soy protein in the human, livestock, and aquaculture sectors in new markets and thereby create new opportunities for soybeans and providing higher economic returns to U.S. soybean producers.

The New Business Development Manager (NBDM) will work together with the WISHH team to conceive, develop and plan project and proposal concepts with PVOs, NGOs, USB, QSSB's & Private Businesses relating to food distribution and food industry development. The NBDM will also assist with planning project implementation and monitoring and evaluating projects. In addition, the WISHH New Business Development Manager will work with the WISHH team to develop and maintain relationships and engagement with PVOs, multilateral organizations and project/program management personnel in the U.S. Government. The responsibilities will require occasional travel both domestically and internationally to field offices, project sites and countries targeted for upcoming proposals. The NBDM will also manage WISHH outreach to the state and national soybean boards, attend meetings as assigned and/or appropriate as well as including administrative tasks related to proposal development, submission and contracting.

Business Development Manager Job Responsibilities:

- Builds industry position by locating, developing, defining, and securing business relationships.
- Identifies trendsetter ideas by researching industry and related events, publications, and announcements.
- Tracks individual contributors and their accomplishments.
- Locates or proposes potential business opportunities by contacting potential partners.
- Discovers and explores business opportunities.
- Screens potential business deals by analyzing market strategies, deal requirements, and financials.
- Evaluates options and resolves internal priorities.
- Participates in a variety of meetings related to the industry including USDA, USAID, QSSB, USB, NGO's and Corporate.
- Develops negotiating strategies and positions by studying integration of new venture with company strategies and operations.
- Examines risks and potential for the business opportunities.
- Estimates partners' needs and goals.
- Closes new business deals by coordinating requirements; developing and negotiating contracts; and integrating contract requirements with business operations.
- Protects organization's value by keeping information confidential.
- Enhances organization's reputation by accepting ownership for accomplishing new and different requests.
- Explores opportunities to add value to job accomplishments.

Work Hours & Benefits: One of the many pleasant aspects of working with ASAWISHH is the variety of benefits available to eligible employees. Our goal is to hire employees who will work hard and help us prosper. In turn, this allows us to offer competitive wages, good working

conditions and exceptional benefits. ASA/WISHH offers a hybrid work environment with flexible office hour schedules. Benefits include:

- Employee Assistance Program
- Adoption Assistance
- Tuition Reimbursement
- Family Assistance Bonus Program
- Credit Union
- Healthcare Flexible Spending Account
- Paternity Leave
- Life Insurance
- Short Term & Long-Term Disability Insurance
- Medical/Dental/Vision Insurance
 - ASA pays 90% of employees and 75% of family coverage.
 - Offers four different Medical Plans, including HDHP with a health savings account.
- 401(k) (All employees)
 - 100% match up to 5% of salary (IRS limits apply)
 - Eligible 90 days after the first of the month

In addition, ASA/WISHH observes 9 holidays each year plus 1 personal holiday of your choice and provides 15 vacation days and up to 12 sick days per year.

Business Development Manager Qualifications / Skills:

- Prospecting Skills
- Proposal writing and planning
- Relationship building
- Networking
- Market knowledge
- Presentation skills
- Energy level
- Professionalism

Education and Experience Requirements:

- BA in International Development or Business Administration or a related field
- 3 - 5 years of business development or international development experience

TO APPLY: Send electronic submission of resume including salary requirements to edemerit@soy.org by October 15, 2023. Interested individuals are encouraged to apply quickly as the applicant review and interview process will begin immediately. Please include "New Business Development Manager" in the subject line. No telephone inquiries, please. Finalists

will be contacted. ASA is an Equal Opportunity Employer and Provider. Women, minorities, veterans and the physically challenged are encouraged to apply.

Non-Discrimination Statement: *In accordance with Federal civil rights law and U.S. Department of Agriculture (USDA) civil rights regulations and policies, the USDA, its Agencies, offices, and employees, and institutions participating in or administering USDA programs are prohibited from discriminating based on race, color, national origin, religion, sex, gender identity (including gender expression), sexual orientation, disability, age, marital status, family/parental status, income derived from a public assistance program, political beliefs, or reprisal or retaliation for prior civil rights activity, in any program or activity conducted or funded by USDA (not all bases apply to all programs). Remedies and complaint filing deadlines vary by program or incident. ASA/WISHH is an equal opportunity provider and employer.*