Title: Agribusiness Development Manager  
Location: Cheyenne  
Division: Business Development  
Reports To: Business Development Director  
Position Status: Exempt  
September 2019

Basic Purpose: 
Develops, implements and manages various efforts, activities and tools to help Wyoming agricultural businesses market their products both domestically and internationally. Build and manage relationships to identify, add value and increase access to markets. Collaborate with producers, food processors, value added food and beverage manufacturers and other related groups to identify industry needs and solutions. Increases trade mission participation, public awareness, education and marketing campaigns for the industry.

Essential Duties: 
- Establish, maintain and develop key industry relationships to identify needs of Wyoming’s agriculture industry.  
- Promote Wyoming agriculture, food and beverage companies and livestock genetics at the local, state regional, national and international level.  
- Lead industry-driven marketing promotions to create new markets, increase sales and awareness of Wyoming’s agricultural industry.  
- Leverage funding resources to meet Wyoming producer needs to find new markets and increase sales.  
- Lead domestic and international trade missions.  
- Coordinate export efforts with Wyoming-Asia Pacific trade office staff.  
- Manage professional association relationships (i.e. Western United States Agriculture Trade Association and United States Livestock Genetics Association).

Position Requirements: 
- Any combination of education and experience equivalent to a bachelor's degree in agribusiness, international trade, marketing, business or related field plus five years’ work related experience in a professional setting.  
- Strong agriculture industry knowledge and experience; specifically, commodities and value-added products. Experience marketing crops, forage and livestock preferred.  
- Strong communication skills; written and verbal.  
- Able to build and promote trust and teamwork.  
- Exercise appropriate judgement and decision-making skills over complex matters.  
- Work well both independently and as a member of a team.  
- Relationship development skills.