AJSA National Classic Interview Mock Job Opportunities

Any AJSA member can apply for the interview contest, with no National Classic entry required. All contestants must submit a resume and cover letter to ajsa@simmgene.com no later than June 1 pertaining to one of the following mock job options listed below.

**Director, Foodservice Engagement**  
National Cattlemen's Beef Association

**COMPANY DESCRIPTION**  
Initiated in 1898, the National Cattlemen’s Beef Association is the marketing organization and trade association for America’s one million cattle farmers and ranchers. With offices in Denver and Washington, D.C., NCBA is a consumer-focused, producer-directed organization representing the largest segment of the nation’s food and fiber industry. NCBA works to achieve the vision; "A dynamic and profitable beef industry, which concentrates resources around a unified plan, consistently meets global consumer needs and increases demand."

**JOB DESCRIPTION**  
We are the National Cattlemen’s Beef Association, and we come to work every day to work on behalf of our country’s nearly one million cattle farmers and ranchers. You may have heard of the iconic Beef. It’s What’s For Dinner. brand, which for more than 25 years has helped promote beef. One of our core jobs is to continue to increase awareness of the Beef. It’s What’s For Dinner. brand at point-of-sale because we know it helps drive beef demand.

We have an exciting role open right now on our Supply Chain Outreach and Engagement team in our Denver office. The Director, Foodservice Engagement is responsible for serving as a Beef. It’s What’s For Dinner. brand ambassador and relationship manager to the foodservice operator segment of the beef supply chain.
RESPONSIBILITIES

1. Serve as a subject matter expert and trusted relationship manager to targeted national foodservice chain accounts to enhance beef’s presence throughout the supply chain working against the overall goal to position beef as the top protein. Build account relationships, actively listen to needs and bring forward new opportunities for beef brand growth and beef sales increases with targeted accounts.

2. Develop and execute an annual plan for extending Beef. It’s What’s for Dinner. campaigns, assets and resources. For each targeted account, define goals, make daily decisions, recommend/request resources, and guide implementation of mutual partnerships to extend organizational goals to accounts. Measure and analyze account engagement efforts and long-term success.

3. Identify, execute and evaluate partnership opportunities with targeted accounts that are synergistic with current organizational campaigns or strategies and maximize checkoff account investments to ensure that consumers at point-of-purchase are reached with core messaging and or/content assets developed as part of campaigns. Partnerships should aim to increase awareness of the Beef. It’s What’s for Dinner. brand and increase beef sales, plus result in unique learnings for the brand.

4. Identify opportunities within targeted accounts to provide brand-focused educational opportunities that create unique value and ongoing opportunities for increasing the value of the brand to the supply chain.

5. Increase value and volume of foodservice operator touch points, including procurement, marketing/communications and other business decision-makers (such as C-suites). Drive increased sign-ups for organizational communication vehicles such as Beef News Now.

6. Track and proactively share with supervisor(s) account interactions including meetings, projects, opportunities, emails, calls and completed tasks.

7. Help identify and facilitate annual supply chain conference sponsorship and/or educational experiences.

8. Serve as a trusted partner and information source on the foodservice segment for NCBA and State Beef Council staff. Collaborate with internal staff and states in brand extension and outreach to the foodservice segment.

9. Perform other related duties and responsibilities as required.

Applications with resume, references and cover letters can be sent to: hr@ncba.org
BioZyme

Research & Development Laboratory Manager

The R&D Laboratory Manager will contribute to a R&D program focused on the development of products (e.g., prebiotics, plant bioactives) for reaching new or improved properties (e.g., better formulation, bioactivity) and/or uses thereof. Within this frame, his/her principal responsibility (about 60% of time) will be to conduct analytical (research) work using LC-MS and other lab equipment, troubleshoot or develop analytical methods, and lead their implementation. He/she will lead, co-lead, or collaborate (about 40% of time) in development projects aiming to improve existing products or processes (e.g., fermentation, manufacturing). He/she will collaborate in conducting statistical analysis, interpretation of research outcomes, and preparation of reports (internal communication and scientific publications). He/she will communicate with staff members, research partners and collaborators, management, commercial team, and customers.

RESPONSIBILITIES

1. Reports project status and data weekly to Director of Research & Innovation.
2. Conducts analysis of biological samples (e.g., animal tissues, blood, fermentation media, etc.) for biomarkers of interest.
3. Learns, develops, and/or implements analytical methods in internal and/or external (collaboration) labs.
4. Develops and maintains contact with network of analytical labs.
5. Prepares and administers the laboratory budget.
6. Leads, co-leads, or collaborates with other departments in projects aiming to improve existing products and/or processes, including those dedicated to in-house fermentation and product manufacturing.
7. Maintains extensive daily records on the progress of all projects and assigned tasks.
8. Research projects including but not limited to protocol development and approval, product shipment, data collection, analysis and interpretation (when applicable).
9. Maintains integrity/security of recorded data and electronic storage (through the Back Office, Drop Box, and/or the BioZyme Research Center) of files related to the projects including agreements, contracts, protocols, final reports, abstracts, and journal articles.
10. Ensures every project (internal & external) has an approved protocol before it begins.
11. Ensures reports are prepared in a timely manner at the close of each project.
12. Keeps abreast of the state of analytical chemistry and microbiology related to BioZyme core competencies.

Applications with resumes, references and cover letters can be sent to:
hr@biozymeinc.com
Global Quality Control Manager
ABS Global, Genus PLC

Genus PLC is a market leader in porcine, dairy and beef genetics and is uniquely positioned as a global player, with a dedicated, multi-species research and development (R&D) function and an international distribution network. We breed and distribute the genes of the world's best pigs and bulls, scientifically selecting livestock whose offspring is designed to increase the profitability of our customers, who are some of the world's biggest farmers and food producers.

OVERVIEW:
The Global Quality Control Manager handles providing global leadership and direction and hands on operational support in quality control, analysis, and improvement. The Global Quality Control Manager develops and further enhances quality control initiatives consistent with established corrective standards, internal standards, customer specifications, legislative requirements, and production goals.

KEY RESPONSIBILITIES:
1. Develop a clear global vision to the operational techniques and activities to fulfill requirements for the global quality strategy.
2. Collaborate with internal resources including R&D and Operations to continuously improve quality outcomes through the development of quality policies and best practices.
3. Monitor and report on quality metrics and progress toward quality goals.
4. Understands and can successfully develop and apply Statistical Quality Control (SQC) to the products.
5. Understands and can successfully develop and apply Statistical Process Control (SPC) to the processes.
6. Develop a global quality management system to drive best practices in quality system compliance and efficiency.
7. Responsible for maintenance of document control, including release and changes (develop of structure and content, review and approval), for all QMS-related documentation such as quality manual, standard operating procedures, device master record (including test methods) and batch history records.
8. Provide expert level guidance to IntelliGen leadership on quality improvement, problem solving, and recommendation using root cause analysis and best practice.
9. Provide leadership to QA staff in establishing career development and appropriate training plans in the quality discipline and in enhancing skills in data analysis, risk management approaches, and investigations for root cause determination.
10. Partner with operations team to implement quality control tools and process control to improve yields and reduce scrap.
11. Ensure best practices across the global business and drive a quality culture to meet business performance criteria.
12. Ensure clarity flows up, down and across the organization.
13. Develop a high performing and engaged global quality team.
14. Give concise executive summaries of quality issues, changes needed or made, results delivered.
15. Effectively lead projects to conclusion while managing resources such as time, cost, and people.

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