

Job Posting: Executive Director – Alabama Agribusiness Council

Position: Executive Director

Location: Montgomery, AL

Employment Type: Full-time

About AAC:

Founded in 1989, the Alabama Agribusiness Council has grown from its founding group of agribusiness leaders to its current status as the umbrella organization for all aspects of agribusiness. Our diverse membership brings together agribusiness producers, suppliers, processors, lenders, educators, international trade consultants, small businesses, large corporations, and associations into one voice for Alabama agribusiness. We work to advocate, enhance and promote agribusiness in Alabama as the collective voice.

Position Overview:

The Executive Director serves as the chief staff officer of the Association and is responsible for providing visionary leadership, managing day-to-day operations, and ensuring the long-term sustainability of the organization. The Director will work closely with the Board of Directors, Executive Committee and stakeholders to implement strategic initiatives that strengthen the agribusiness sector.

Key Responsibilities:

- Leadership & Strategy
 - Actively engaging with and implementing the direction of the board of directors for the organization.
 - Serve as the public face of the Association with industry leaders, government officials, media, and community partners.
- Advocacy & Policy
 - Monitor legislative and regulatory issues affecting agribusiness.
 - Represent members' interests through policy advocacy and coalition-building.
- Membership & Programs
 - Grow and retain membership through value-driven programs and services.
 - Manage membership via management software (i.e. MemberClicks, etc.).
 - Plan and oversee educational workshops, conferences, and networking events.
- Administration & Finance
 - Manage budgets with financial software (i.e. QuickBooks), financial reporting, and fundraising efforts.
 - Ensure operational efficiency.
- Communications & Outreach
 - Promote the Association's mission through effective marketing, publications, and digital platforms.
 - Perform daily duties through various digital platforms including, but not limited to, Microsoft Office, PowerPoint, Excel and various social media platforms
 - Foster strong relationships with members and stakeholders.

Qualifications

- Bachelor's degree in Agriculture, Business, Public Policy, or related field.
- 5+ years of leadership experience in agribusiness, nonprofit management, or association leadership.
- Strong knowledge of agricultural issues, markets, and policy.
- Proven ability in strategic planning, financial management, and team leadership.
- Excellent communication, advocacy, and relationship-building skills.
- Willingness to travel within the state and occasionally nationwide.

Compensation & Benefits

- Competitive salary based on experience with bonus opportunity.
- Health retirement stipends.
- Work-from-home opportunities.

How to Apply:

Interested candidates should submit a cover letter, résumé, and three professional references to AAC President, Cullen Wiggins at cullen.wiggins@greenpointag.com.