



Job Description

Title: President and CEO
Reports to: Far West Board of Directors
FLSA Status: Exempt

Supervises: Association Staff and Committees
Location: Dixon, CA

Purpose:

Develop the association's strategic and operational plans and reports to the board of directors, committees and staff on the performance of the business. Communicate the organization's vision, mission, values, goals and performance expectations throughout the association.

Responsibility:

- Recommends, develops and executes the association's mission, vision, goals, objectives and related policies.
- Provides strategic guidance and leadership to the staff, committees and board of directors in making business decisions, developing future plans and managing member relationships.
- Plans, organizes, coordinates, controls and directs programs and activities of the association.
- Maintain or grow membership at a specific level.
- Provide guidance to leadership in managing physical assets, membership satisfaction, work environment, business processes and financial resources.
- Holds staff accountable for achieving their objectives.
- Ensures that records are maintained at any board, executive committee and other association committee meetings.
- Acts as the primary point of contact to dealers in the region, responds to the needs, questions and issues that arise from the membership.
- Supports the association leadership team in improving business practices and processes.
- Maintains a financially sound association and increases revenue where possible.
- Oversees the management of physical assets and employment decisions.
- Sets the financial direction for the organization utilizing annual budgets and ensures financial stability through audits and internal control procedures and reporting.
- Communicates the operational performance and association activities to the board of directors, committees, staff and the association.
- Provides a reputable, engaged association and ensures the image in the community is consistent with the organization's values, vision and mission.
- Manages recruiting, staffing, employee development and succession planning activities for employees reporting to this position.
- Other duties as assigned

Experience, Education, Skills and Knowledge:

- Ten plus years' experience in a corporate management role.
- Two plus years' experience leading an organization of support functions for a medium to large business preferred
- Familiar with the Ag equipment industry and competitive products
- Proven ability to lead and motivate employees and members at all levels
- Proven ability to coach, mentor, and manage projects and employees
- Excellent business planning, strategic thinking, analytical and communication skills
- Demonstrates a process-focused mentality with strong values, financial acumen and integrity
- Bachelor's degree in agriculture, business or equivalent experience required.