



Position Available: Field Representative - Southeast AICA Territory

The American-International Charolais Association is seeking qualified applicants for the position of Field Representative in the Southeast AICA territory. This position is responsible for promoting the Charolais breed by representing the Association, serving as a resource for AICA members and users of Charolais genetics. Candidates must live in the region and be thoroughly familiar with the beef cattle industry.

Responsibilities:

- Represent the Association at industry events promoting the breed, AICA services, and offering education opportunities for users of Charolais genetics.
- Maintain a working knowledge of all association activities and the ability to discuss them effectively.
- Educate members and bull buyers on association programs and services, aiding in their implementation.
- Understand and administer association rules and policies as they relate to the membership.
- Drive advertising sales across AICA/Charolais Journal print and digital platforms within the territory.
- Provide ring service at auctions when advertising requirements are met, working to connect breeders to buyers of Charolais genetics.
- Represent the association at shows, assisting show management with rule enforcement, processing of entries, development of show programs, and other capacities.
- Support state adult and junior associations in their sponsored activities and events.

Qualifications & Needed Skills:

- Strong communication skills, including telephone, written and presentation skills.
- Proven track record in customer support and sales.
- Strong organizational abilities to manage multiple tasks effectively.
- Thorough understanding of the beef cattle industry.
- Problem-solving skills and ability to retain information.
- Excellent time management skills for efficient task execution.
- Ability to work both independently and within a team environment.
- Must reside in the Southeast territory (KY, WV, VA, NC, TN, SC, AL, MS, GA, FL).
- Must be willing to travel frequently, 50-75%, can be heavy travel during sale season.
- Must have a valid drivers license in order to operate a company vehicle.
- Basic photography experience is a plus, but not necessary.
- Basic computer skills such as email, Word and document management are required.

Education/Experience:

- Bachelors degree in Agricultural focus, or equivalent work experience.
- Industry work experience in the beef cattle industry.

AICA employees enjoy a strong benefits package including medical insurance, dental insurance, vision coverage, life and disability insurance, and an employer-funded pension. To apply, please send your cover letter, resume, and salary requirements to Brett Spader at bspader@charolaisusa.com or call (785) 633-5512.

The American-International Charolais Association is committed to advancing the Charolais breed through genetic improvement, research, education, and marketing. With a dedication to excellence and innovation, the AICA works to support breeders and promote the value of Charolais genetics in the beef industry.