

<b>Job Title:</b>	Member Representative	<b>Date Posted:</b>	03/2010
<b>Location:</b>	MI	<b>Date Closed:</b>	When Filled
<b>Reports To:</b>	Area Supervisor		

**Primary Function:**

To aid members in attaining and maintaining a high quality and volume of milk on their dairy farms.

**Job Responsibilities:**

1. Maintains Grade A compliance on member dairy farms and quality control through Grade A inspections and re-inspections, follow up inspections on high counts and working with state inspectors and other industry personnel. Follows up on positive shipments, rejected loads and high load count shipments.
2. Procures membership by explanation of policies and procedures, dues structure, services and by calling on prospective members either new or currently shipping to another handler and by handling complaints and objections. Has an awareness of activities and philosophies of other cooperatives. Understands and is able to explain Federal Order programs, pricing and MMPA Marketing Services.
3. Implements mastitis management programs on member farms through review of milking procedures and evaluation of cattle housing environment and milking equipment. Also conducts herd tests and performs follow-up consultations.
4. Works with haulers providing information , taking merchandise inventories, performing water, butterfat and quality audits, riding routes and providing training on sampling and weighing. Performs Hauler Tank inspections. Monitors milk temperatures, checks for shortages and weight errors, checks fat and solids complaints, tank calibrations, delivers sample bags, visits receiving station, plant, administrative office and works with other industry personnel. Sells MMPA's merchandise programs.
5. Actively participates in meetings and seminars to improve knowledge and provide input into MMPA field policies and practices.
6. Follows MMPA Motor Vehicle Policy and Safety Policy. Properly handles and maintains company equipment such as cars, tri-scans, laptops and other miscellaneous equipment.
7. Promptly and accurately maintains all administrative bookkeeping and records

concerning name changes, contract changes, partnership agreements as well as fire and windstorm loss claims. Maintains files and records and prepares reports.

**Qualifications:**

The ideal candidate has a four year college degree in the biological sciences or related curriculum. Communication, interpersonal and problem solving skills need to be primary strengths. While you cover a territory independently, you assist with addressing regional issues as a team member.

**Company Features:**

MMPA is one of the top ten dairy cooperatives in the nation. It has an excellent financial record that is not duplicated by our peer competitors. Our owners are 2000+ dairy farmers located in the states of Michigan, Ohio, Indiana and Wisconsin. MMPA markets its members' milk, guaranteeing a market every day for all member-produced milk. Milk not sold to bottlers or other food processors is shipped to one or our two plants to be manufactured into a more shelf stable product such as dried powder, sweetened condensed milk or butter. Our customers are large brand name companies who use our product as an ingredient in their goods (cheese, candy, ice cream, bakery goods, infant formula, etc.) Our annual revenue is between \$400 and \$500 million with \$100 to \$150 million coming from the manufacturing plants.

Founded in 1916, MMPA currently employs approximately 200 people.

Interested? Apply to:

Michigan Milk Producers Association

Attn: Gary Trimner

PO Box 8002

Novi, MI 48376-8002

Fax: (248) 426-3408

e-mail: [tilden@mimilk.com](mailto:tilden@mimilk.com) and include Member Representative in the subject.