

Job Title: Sales Accounting Analyst

Date Posted: November 1, 2011

Location: Novi, MI

Date Closed: When Filled

Reports to: Director, Milk Sales

Primary Duties:

Review, analyze and provide accounting reports, detail and summaries, documenting milk marketing results and estimates. Acts as a key liaison relative to this information with other departments such as Product Sales, Accounting, Member Services, Credit & IT.

1. Accounts for the total milk marketed by MMPA on a monthly basis:
 - Disposition of all member and outside purchased milk
 - Analysis of pooling effects
 - Transportation analysis to include fuel surcharges and location differences
 - Consolidation of monthly activities in regards to a P&L for Bulk Milk Marketing.
2. Assists with timely price and economic forecasting of local and outside markets. This includes milk pricing, fuel surcharges and service charges for future consideration. Develops means of identifying the best outlet for milk, whether at MMPA manufacturing plants or through outside sales.
3. Significant role in the budget development process and a monthly reconciliation of variances in actual performance versus budget.
4. Provides ongoing ad hoc reports to analyze and explain departmental activity or the impact of pending changes.
5. Review and approve final sales distribution and account summary prior to release to the accounting department.
6. Provide a leadership role in activities related to the audit of monthly market reports including adjustments and an exit interview with market administrator personnel. Coordinate any changes with MA findings with the appropriate internal or external source.
7. Back up the Milk Sales Clerical Coordinator as needed
8. Develop a full understanding of existing Federal Orders and proposed changes, in order to explain same to MMPA top management or to prepare testimony for the Association at hearings

Qualifications:

The ideal candidate will have a college degree in accounting or an agri-business management program and a minimum of five years relevant work experience. Prior accounting experience in an agriculture marketing environment is desired but not a requirement. Essential to success are clear communication skills, solid analytical skills, along with strong planning and organization and the ability to establish rapport with a wide variety of people.

Company Features:

MMPA is one of the top ten dairy cooperatives in the nation. It has a strong 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 form. Our fluid milk customers are U.S. domestic bottlers, cheese and yogurt manufacturers.

Founded in 1916, MMPA currently employs approximately 200 people. The Novi headquarters is home to the executive group and the administrative departments of the Association.