

Company Overview

Located in Portland, Maine, **Steamboat Road Consulting** (SBRC) is an operations management consulting firm offering services to improve and integrate people, processes, and technology in the maritime, manufacturing, and agri/aquaculture industries. SBRC engages in meaningful work and offers an entrepreneurial company culture, flexible hours, professional development, and career advancement opportunities. Please see www.steamboatroad.com for additional information.

Position Overview

SBRC is seeking a Specialist in Agri-food and Consumer Product Goods (CPG) to establish and improve the value chain of products, bring new products to market, and scale existing products. This position will provide business planning and development support to young and growing companies in the industry. The ideal candidate has a domain knowledge of agri-business, agri-food, nutrition, and CPG to assist with operations management and coordinating subject matter experts in farming, processing, logistics, product design, branding, marketing, and sales.

Must have a demonstrated ability to 'get things done'. The ideal candidate is entrepreneurial, has a 'can-do' attitude, and has a growth mindset. The ideal candidate is organized, administratively strong, and an excellent communicator. Some travel required. Preferred location is Portland, Maine but remote work is possible. Fluency in both English and Spanish is a plus.

Knowledge & Abilities

- **Enterprising** — Enterprising occupations frequently involve starting up and carrying out projects. These occupations can involve leading people and making many decisions.
- **Organizing, Planning, and Prioritizing Work** — Developing specific goals and plans to prioritize, organize, and accomplish work.
- **Establishing and Maintaining Interpersonal Relationships** — Developing constructive and cooperative working relationships with others, and maintaining them over time.
- **Production and Processing** — Knowledge of raw materials, production processes, quality control, costs, and other techniques for maximizing the effective manufacture and distribution of goods.
- **Selling or Influencing Others** — Convincing others to buy merchandise/goods or to otherwise change their minds or actions.

Key Tasks

- Develop operating strategies, plans, projects, or services for green or sustainable operations and value chain optimization.
- Coordinate activities of businesses concerned with the production, pricing, sales, or distribution of products.
- Manage the movement of goods into and out of production facilities to ensure efficiency, effectiveness, or sustainability of operations.
- Direct administrative activities directly related to making products or providing services.
- Plan or implement improvements to internal or external systems or processes.
- Evaluate contractors or business partners for operational efficiency or safety or environmental performance records.
- Negotiate contracts for transportation, distribution, or logistics services.
- Monitor suppliers to ensure that they efficiently and effectively provide needed goods or services within budgetary limits.
- Provide support and input for branding and marketing plans or strategies.
- Analyze data to inform operational decisions or activities.
- Implement or oversee environmental management or sustainability programs addressing issues such as recycling, conservation, or waste management.
- Monitor organizational compliance with regulations.

Education & Experience

- Bachelor's Degree in related field.
- 5-10 years of experience; recent graduates will be considered.
- Fluent in Spanish is a plus.

Compensation and Benefits

- Salaried position; compensation commensurate with experience
- Healthcare benefits are available

To apply, send a resume to careers@steamboatroad.com