

CHIEF EXECUTIVE OFFICER

Chief Executive Officers (CEO's) work to achieve corporate objectives and effectively manage a company or a group of companies. The key responsibility of a CEO is for the direction of the company with the objective of attaining overall profitability and growth.

WHAT RESPONSIBILITIES WILL I HAVE?

- Plan, develop, organize, implement, direct and evaluate the company or organization's business units, vision, mission and overall strategy
- Ensure agreed strategies are implemented and compliance with regulatory authorities is maintained
- Establish short- and long-term goals for the organization, and advise on the impact of long-range planning and new business ventures
- Participate in the development of the company or organization's plans and programs as a strategic partner
- Enhance or develop, implement and enforce policies and procedures of the organization that will in turn improve its overall operation and effectiveness
- Maintain awareness of the competitive landscapes, opportunities for expansion, customers, markets, and new industry developments and standards
- Provide leadership to staff and educate them on business objectives to enhance employee performance
- Hire, evaluate and provide professional development opportunities for the company's senior management team
- Monitor the needs of company partners, board of directors and stakeholders
- Remain abreast of industry trends or changes
- Provide strategic financial input and leadership on decision-making issues affecting the company or organization
- Provide patrons to the company or organization with effective service



WHAT EDUCATION & TRAINING IS REQUIRED?

May be flexible, but a Bachelor's or Master's degree is generally required; must have also proven experience

THE FOLLOWING HIGH SCHOOL COURSES ARE RECOMMENDED...

Agricultural education, accounting, business courses, economics, government, computer courses

TYPICAL EMPLOYERS

Small to large-scale companies and organizations

FUTURE JOB MARKET/OUTLOOK



SUGGESTED PROFESSIONAL ORGANIZATIONS & ASSOCIATIONS

- Agriculture Council of America
- National Agri-Marketing Association
- American Farm Bureau Federation

AVERAGE ANNUAL FULL-TIME SALARY

\$400,000