



POSITION DESCRIPTION

Title:	Business Development Director – Biomass Feedstocks
Name:	TBD
Employment:	Full Time This is a time limited position, ending on 2.1.2025. Continuance is dependent on available funding.
FLSA Status:	Exempt
Reports to:	Senior Director of Business Development and Commercialization
Location:	Virtual (in MN)
Avg # travel days/month:	10
Purpose:	Identify and evaluate biomass feedstocks opportunities to advance value-added agriculture for the purpose of rural economic development. The Biomass Feedstocks Specialist is client and partner focused to develop and execute projects and initiatives resulting in the commercialization of new value-added products benefitting Minnesota agricultural biomass feedstocks such as manure, crop residues, food waste and other coproducts.

The following are examples only and are not intended to be “all inclusive” or restrictive. Other duties may be assigned as necessary.

Responsibility	Job Task	Percent of Time
Identify and evaluate biomass feedstocks opportunities for producer projects and public domain research initiatives related to AURI’s mission and strategies.	<ol style="list-style-type: none"> 1. Address business development needs related to the biomass feedstocks sector, including anaerobic digestion, renewable energy, nutrient recovery, fertilizer and feed opportunities. <ol style="list-style-type: none"> a) Support and educate producers, businesses and local governments evaluating developer and off-taker proposals. b) Assess preliminary market, technical, and economic feasibility. c) Provide innovation and commercialization assistance. <ol style="list-style-type: none"> i. Lead clients through the application process for AURI services and be the 	65%

	<ul style="list-style-type: none"> point of contact for clients throughout the duration of the project. ii. Provide referrals to external resources. iii. Actively seek networking opportunities for clients furthering project and business objectives. d) Evaluate and develop public domain initiatives that support industry opportunities and help overcome barriers, such as strategic industry roadmaps, workforce development needs, regulatory considerations, policies and govt incentives, educational materials, etc. <p>2. Participate in AURI’s focus area teams and team processes to further the objectives and outcomes of the teams that align with AURI’s mission and strategies.</p> <p>3. Present information on value-added opportunities to the public, as well as AURI management, and provide suggestions on how AURI can best respond to these opportunities.</p>	
Promote AURI.	<p>4. Be a spokesperson regarding the value of AURI to external stakeholders.</p> <ul style="list-style-type: none"> e) Develop and maintain stakeholder relationships. f) Promote AURI laboratories, pilot plant facilities and applied research and technical services. g) Serve as a spokesperson for AURI to promote its mission, goals, services and outcomes on a statewide basis. 	15%
Events	<p>5. Participate in and promote AURI Connects events (including Minnesota Renewable Energy Roundtables, Fields of Innovation, Webinar Wednesdays, and Industry Thought Leaders (ITL)).</p> <ul style="list-style-type: none"> h) Assist in the identification of Forum topics. <ul style="list-style-type: none"> i. Identify potential partners. ii. Identify potential financial resources. iii. Assist in agenda development. iv. Identify and recruit speakers and audience. i) Assist in identifying and recruiting ITL members. j) Assist in the development and ongoing activities of networks that are a result of maturing forums. 	10%

	<p>k) Participate in and report feedback on debriefing meetings on general and specific outcomes.</p> <p>6. Advise future actions to be taken on the Forum topic.</p>	
Other responsibilities.	<p>7. Develop and maintain systems and procedures to ensure the timely delivery of services to clients and industry/project information to staff.</p> <p>8. Support technical assistance needs related to biomass processing</p> <p>9. Perform other duties as assigned.</p>	10%

Experience, Education and Training:

Minimum Qualifications:

1. Bachelor’s degree in agriculture, economics, business administration, environmental sciences, engineering or related field.
2. Three years related work experience.
3. Understanding of anaerobic digestion systems.
4. Synthesized knowledge of the MN agricultural environment and producer commodity groups,value-added product development, agricultural processing industry, and marketing.
5. Basic understanding of fertilizer, biomass fuel and livestock feed requirements.
6. Demonstrated strong oral and written communication skills and interpersonal skills.
7. Demonstrated experience in project coordination, business management, and negotiation.
8. Proficiency with MS Excel for organizing and analyzing data sets and carry out data analytics including cost analysis.

Preferred Qualifications:

1. Five years related work experience.
2. Direct farming or commodity experience and/or as a small business entrepreneur.
3. Understanding of wastewater treatment systems.
4. Knowledge of digestate uses and market opportunities.
5. Experience operating and maintaining basic ag-related process equipment.
6. Knowledge of crop processing systems (crushing, milling, etc.).
7. Background knowledge of renewable natural gas market opportunities.
8. Knowledge/experience in the livestock industry.
9. Knowledge/experience in the crop industry.
10. Demonstrated public speaking and presentation experience