

CHIEF OPERATING OFFICER

Chief Operating Officers (COO's) are responsible for the management of company operations with the objective of efficient and effective processes. They work to achieve corporate objectives and effectively manage a company or group of companies.

WHAT RESPONSIBILITIES WILL I HAVE?

- Oversee and direct the entire operations division of a company (may include but not limited to manufacturing operations, finance, engineering, purchasing, human resources and administration)
- Ensure proper management of resources, distribution of good and services to customers, and supply chain
- Ensure agreed strategies are implemented and compliance with regulatory authorities is maintained
- Oversee the development and implementation of sales and marketing plans
- Provide leadership in achieving profit objectives
- Supervise the establishment and implementation of service and quality standards
- Certify that appropriate internal systems, policies, procedures and controls are in place to ensure efficient and cost effective operations
- Maintain consistent and effective communication with the Chief Executive Officer, implementing his or her directives
- Advise and support senior management team with financial planning, budgeting, and decision making



WHAT EDUCATION & TRAINING IS REQUIRED?

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

THE FOLLOWING HIGH SCHOOL COURSES ARE RECOMMENDED...

Agricultural education, 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

\$250,000