



Director of Membership

North American Steel Alliance (NASA) seeks dynamic individual for the position of Director of Membership for this metals' related purchasing cooperative. For nearly 25 years, NASA has served as the only cooperative of its kind in the metals industry and is comprised of 120 independently operated steel service centers throughout the United States and Canada with close to 450 distribution and processing facilities.

Our primary business focus is to strategically link our members with the highest quality preferred suppliers, both metal and operational to share innovative ideas and create unique opportunities increasing profitability and ensuring ongoing success. We have developed and facilitated programs with more than 75 preferred suppliers ranging from producing steel mills to operational equipment, general services and consumable goods delivering millions of dollars in rebates and cost savings.

Requirements:

- 7+ years of metals / service center sales, marketing, and/or purchasing experience
- Bachelor's Degree in business, marketing, or communications
- Position located in Chicago with some travel required

Skills:

- Collaborative mindset
- Strategic thinker
- Strong communicator / presenter
- Strong negotiator

Responsibilities:

1. Manage all aspects of the Membership process for the co-op including:
 - Establish a strategic vision of how to improve the current membership process to drive continued member growth for the benefit of the co-op.
 - New member development and acquisition
 - Enhance current member engagement / retention through the evaluation and implementation of processes to drive value to both members and suppliers.
2. Manage 50+ existing Operational Programs within the co-op. Service Center knowledge and experience is critical for the success of this role.
 - Program Product offerings include consumables, equipment, financial services, transportation, and packaging solutions.
 - Analyze and implement a plan for the Operational Programs within the co-op. Including current product offerings, enhancements to existing programs, and new program products and services.
3. Network within the Metals Industry to enhance Membership and the NASA brand.
4. Serve on specific Board Committees to facilitate growth and value to the co-op.
5. Competitive compensation, medical/dental coverage, and benefits package will be included.

To be considered for the Director of Membership position, apply via [LinkedIn](#) or email info@steelalliance.com.