







## Director of Cane Management(Sugar Industry). Salary. Up to 250K.aa

Position: Director of Cane Management Location:[Sugar Mill/Corporate Office, Thailand]

Department:Agriculture & Supply Chain Reports To: ChiefOperating Officer (COO) or Managing Director

### Job Purpose

The director of cane management has a strategic leadership role and is responsible for overseeing the end-to-end sugarcane supply chain and ensuring a sustainable, high-quality cane supply for sugar production. This includes procurement strategy, farming partnerships, logistics optimization, and innovation in cane development to maximize mill efficiency and profitability.

### Key Responsibilities

- **Strategic Cane Supply Planning**  
Develop and execute long-term cane procurement strategies to meet factory demand.  
Forecast cane availability based on climatic, economic, and farming trends.  
Ensure sustainable cane sourcing (contract farming, outgrower schemes, vertical integration).
- **Farmer & Stakeholder Engagement**  
Lead partnerships with farmers, cooperatives, government agencies, and research institutions.  
Drive cane development programs (high-yield varieties, irrigation, precision farming).  
Resolve high-level disputes related to pricing, land use, and supply agreements.
- **Cane Quality & Productivity Improvement**  
Implement cane quality standards (CCS, Pol%, fiber content) and incentive programs.  
Promote best farming practices (soil health, pest management, mechanization).  
Collaborate with R&D on biotech sugarcane (drought-resistant, high-sucrose varieties).
- **Logistics & Supply Chain Optimization**  
Oversee harvesting, transport, and storage to minimize losses and delays.  
Leverage digital tools (IoT, GPS fleet tracking, blockchain for traceability).  
Optimize cane payment systems (fair pricing, timely settlements).
- **Cost Management & Sustainability**  
Control procurement & logistics costs while maintaining quality.  
Ensure compliance with environmental regulations (water use, carbon footprint).  
Explore carbon credit opportunities from sustainable cane farming.
- **Team Leadership & Performance**  
Lead the Cane Procurement, Field Operations, and Agri-Tech teams.  
Set KPIs for cane supply reliability, quality, and cost efficiency.  
Mentor managers on strategic sourcing, negotiation, and innovation.
- **Industry & Government Relations**  
Represent the company in sugar industry forums, trade associations, and policy discussions.  
Engage with government bodies on subsidies, tariffs, and agricultural policies.
- **Qualifications & Skills**
- **Education & Experience**  
Master's degree in agriculture, agribusiness, supply chain, or a related field.  
10+ years in cane management, agri-procurement, or sugar industry operations, with 5+ years in leadership.  
Deep knowledge of sugarcane farming, milling, and global sugar markets.
- **Technical Competencies**



