

POSITION DESCRIPTION

POSITION TITLE:	Director, Dairy Transformation
LOCATION:	TBD, Southeast Region
SUPERVISOR:	The Dairy Alliance: VP, Dairy Transformation
EMPLOYEES SUPERVISED:	N/A
FLSA CLASSIFICATION:	Exempt

POSITION SUMMARY:

The Director, Dairy Transformation is responsible for actively identifying opportunities for synergistic partnerships between farmers, processors, coops, universities, state agriculture and economic development staff to grow dairy in the southeast. This position will serve the Southeast local market, working to rejuvenate and rebuild the dairy ecosystem and identify opportunities to support growth opportunities for new and existing dairy processing.

Accountable for efforts that facilitate new dairy infrastructure and innovation in the southeast by identifying key opportunities for checkoff support, investment and engagement through research, education and promotion.

Key Responsibilities:

- In collaboration with states, universities and industry stakeholders, deliver upon the vision of creating a “NextGen Dairy” infrastructure for the southeast that enables a collaborative, innovative thriving dairy ecosystem.
- Engage with internal and external stakeholders including consultants, state extension and agriculture, dairy groups, university partners to enhance innovative thinking and collaboration across the southeast dairy industry.
- Identify gaps within the southeast dairy infrastructure where checkoff can provide support.
- Liaising with dairy professionals and relevant stakeholders (e.g., processors, manufacturers, cooperatives, trade, agriculture departments, extension and universities) to support coordinated strategies and approaches for sustained regional dairy growth.
- Plan and execute special events, including education sessions and forums, to engage new and existing industry partners in innovative approaches and discussions.
- Model behavior that supports The Dairy Alliance and DMI cultures and supports/advocates culture commitments.

Qualifications:

- Bachelor's degree in food, agriculture, economics, and/or business required, master's degree or higher a plus.
- Minimum 7 years of experience in dairy agriculture and/or processing.
- Pragmatic problem solver, with good organizational skills: ability to manage time effectively, multi-task, prioritize and handle multiple tasks/projects, and meet deadlines.
- Proven success in leveraging data and insights to identify gaps and needs in the dairy industry

Skills & Abilities:

Skills - Self-driven, energetic, creative, and resourceful self-starter who demonstrates leadership skills and able to facilitate and collaborate across a diverse stakeholder base.

- Ability to work independently without supervision.
- Ability to make timely decisions in line with strategic goals and the Unified Marketing Plan; understands business implications of decisions. Ability to align activities with Company Mission, Vision, Values, Strategic Objectives and Policy Manual.
- Good organizational skills: ability to manage time effectively, prioritize and handle multiple tasks/projects, and meet deadlines.
- Excellent interpersonal, verbal, and written communication with demonstrated team-building ability; highly effective at bringing together key partners and stakeholders.
- Knowledge of Microsoft Office Suite of software programs (Microsoft Word, PowerPoint, Outlook) and similar programs. Familiarity with Excel and Access preferred.
- Ability to travel (25% time), primarily within The Dairy Alliance region as well as to other parts of the country for national meetings, etc.
- Ability to commit to long hours of work when necessary to achieve goals.
- Strong strategic thinking and business acumen.
- Ability to perform other duties and responsibilities, as necessary.

Reviewed by: _____ Date: _____
STAFF MEMBER

Approved by: _____ Date: _____
CHIEF EXECUTIVE OFFICER

This position description in no way states that these are the only duties to be performed by the employee. He or she will be required to follow other instructions and to perform other duties requested by supervisor and/or CEO.