

Job Position: Senior Vice President, Government Relations

Organization: International Dairy Foods Association (IDFA)

Location: Washington, DC

Full-Time | Medical | Paid Time Off | Hybrid Work Environment

Overview: The International Dairy Foods Association (IDFA) is seeking a seasoned, strategic, and collaborative leader to serve as its Senior Vice President, Government Relations. This executive position will drive IDFA's advocacy strategy at the federal level and represent the interests of the U.S. dairy manufacturing and marketing industry in Washington, D.C.

Reporting directly to the President and CEO and serving as a key member of IDFA's Executive Team, the SVP will be responsible for developing and executing a robust government relations strategy that supports a thriving, sustainable, and globally competitive dairy sector. This leader will manage a talented team of lobbyists and policy professionals, engage with Congress and political leadership in the executive branch, and build and engage with coalitions that advance IDFA's mission and amplify the voice of dairy. The candidate will also partner with IDFA's SVP of Regulatory & Scientific Affairs to develop, coordinate and execute strategies that advance the regulatory agenda of IDFA and its members.

The ideal candidate is an experienced and respected policy advocate and government relations professional with proven success at the Administration level and on Capitol Hill, with deep knowledge of how to influence policy outcomes. The candidate should have a strong appreciation for agriculture, food, nutrition, trade, sustainability, and economic policy issues relevant to a growing and innovative dairy industry. The SVP has a broad network of contacts and will reach out to Administration officials, Members of Congress, political leadership in the executive branch, and others as needed. The ideal candidate is both politically astute and team-oriented—committed to delivering results while developing and empowering others.

Responsibilities

- Lead and execute IDFA's federal government relations strategy, aligning with the dairy industry's evolving needs and policy priorities.
- Serve as IDFA's Chief Lobbyist, representing IDFA and its member priorities to Congress, political leadership in the executive branch, coalitions, and advocacy partners.
- Lead a high-performing government relations team grounded in collaboration, accountability, and mission alignment.
- Advise the President and CEO on legislative developments, regulatory opportunities, and political trends impacting dairy.



- Partner with members of the IDFA Executive Team to ensure IDFA's advocacy priorities are integrated and supported across the organization with EVP & Chief Impact Officer (public affairs & IDFA Impact Goals); SVP, Regulatory and Scientific Affairs (regulatory agencies); SVP, Strategic Initiatives & Chief of Staff (political affairs); SVP, Trade and Workforce Policy (trade and immigration); and COO, SVP of Innovation & Member Advancement (membership engagement).
- Drive proactive policy engagement on key issues such as dairy pricing and economic policy, international trade, nutrition, labeling, food safety, environmental sustainability, immigration and workforce, and supply chains.
- Partner with IDFA Political Affairs team and IDFA member companies to support fundraising, Congressional fly-in and fly-out engagements, and to mobilize grassroots advocacy.
- Build strong and strategic relationships with Members of Congress, Administration officials and political leadership in the executive branch, and other stakeholders on relevant committees as well as those who represent key dairy states and districts, and develop relationships with newly elected Members of Congress and their staff.
- Cultivate strategic alliances with industry coalitions, agriculture and food associations, and consumer-facing partners.
- Monitor and rapidly respond to legislative and regulatory developments, providing timely guidance and strategy.
- Represent IDFA at legislative and administrative hearings, briefings, public policy forums, and relevant national events.

Attributes and Qualifications

- Minimum 15 years of senior-level experience in federal government affairs, public policy, or legislative strategy, preferably within agriculture, food, international trade, or related industries.
- Strong, trusted relationships in current or previous administrations, on Capitol Hill and with relevant federal agencies.
- Demonstrated success in advocacy leadership roles, with a track record of advancing meaningful policy outcomes.
- Exceptional leadership and team-building skills with a focus on mentorship, empowerment, and organizational culture.
- Excellent communicator with the ability to simplify complex policy into clear, compelling messaging.

- Strategic thinker with sound political judgment and the ability to align advocacy with broader business and association goals.
- Experience working directly with and advising CEOs, boards of directors, and high-level stakeholders.
- Bachelor's degree required; advanced degree in public policy, law, or related field preferred.

Additional Details

- **Location:** Based in Washington, D.C.
- **Work Schedule:** Flexible office/remote policy.
- **Travel:** Occasional domestic travel required.

Compensation & Benefits

- **Competitive compensation package commensurate with experience**
- **Benefits include:**
 - Comprehensive healthcare coverage
 - 401k/Profit Sharing
 - Unlimited paid time off
 - Paid parental leave
 - Professional development and education reimbursement
 - Wellness initiatives and Employee Assistance Program (EAP)
 - Cell phone and transportation stipends
 - Frequent team engagement and networking opportunities

Application Process: To apply for this position, please submit a resume and cover letter outlining your qualifications and interest in the role to Jobs@IDFA.org. Applications will be reviewed on a rolling basis until the position is filled.

Join IDFA in shaping the future of dairy policy and advocacy. Make a difference in one of the nation's vital industries. Apply today!