



Position: Director, Government Relations

Location: Washington, DC (Hybrid)

Organization: International Dairy Foods Association (IDFA)

Summary

The International Dairy Foods Association (IDFA) is seeking a strategic, collaborative, and results-driven government relations professional to serve as Director of Government Relations. This position will play a key role in advancing IDFA's advocacy priorities on behalf of the U.S. dairy processing and manufacturing industry.

Reporting to the Senior Vice President, Government Relations, this role will support the development and execution of IDFA's legislative strategy and engage directly with Members of Congress, congressional staff, federal agencies, and coalition partners. The Director/Senior Director will help shape policy outcomes on critical issues impacting dairy processors, including workforce availability, transportation and supply chain reliability, immigration reform, nutrition policy, trade, sustainability, and regulatory oversight.

The successful candidate will be a trusted advocate and policy resource for IDFA members, translating complex issues into clear guidance and effective advocacy. This individual will work closely with IDFA's government affairs, regulatory, and communications teams to ensure coordinated and impactful engagement, while building strong relationships across Capitol Hill, the Administration, and the broader food and agriculture community.

The ideal candidate is a politically astute and highly effective policy professional with Capitol Hill or Administration experience, possesses a strong understanding of the federal policymaking process, and has a demonstrated ability to influence outcomes. The role requires a collaborative mindset, strong judgment, and a commitment to advancing policies that support a competitive, innovative, and sustainable U.S. dairy industry.

Key Responsibilities

- Monitor, analyze, and assess legislation, regulations, and policy proposals affecting dairy processors and clearly communicate implications to colleagues and members.
- Develop and implement federal legislative strategies in collaboration with Government Relations and regulatory affairs colleagues that advance IDFA's policy priorities and support the long-term competitiveness of the U.S. dairy processing industry.
- Support IDFA advocacy on workforce-related issues, including labor availability, workforce development, training programs, employment regulations, and related appropriations.
- Advance IDFA policy priorities related to transportation and supply chain issues, including trucking and driver workforce policy, rail and port infrastructure, fuel and energy policy, and logistics reliability.
- Support IDFA engagement on immigration reform and visa programs critical to the dairy processing workforce, in coordination with coalition partners and member companies.
- Lead and support advocacy in furtherance of IDFA's policy priorities and engagement with relevant congressional committees, including House and Senate Agriculture, Appropriations, House Education and Workforce, Senate HELP, House Energy & Commerce, Senate Finance, and House Ways & Means.
- Build and maintain strong relationships with key Members of Congress, congressional staff, and executive branch officials.
- Cultivate relationships with IDFA member companies to understand business challenges and ensure advocacy efforts reflect member priorities.
- Represent IDFA in coalitions and alliances advancing shared policy goals.
- Develop briefing materials, issue papers, and policy statements.
- Support grassroots advocacy initiatives involving IDFA members.
- Support IDFA PAC work, attend political fundraisers, hearings, meetings, and other advocacy-related activities.
- Present legislative and policy updates to IDFA boards, committees, and conferences.
- Support team in preparing federal compliance related documents. This position will require the candidate to register as a federal lobbyist.

Qualifications

- Excellent analytical, written, and verbal communication skills.
- Strong understanding of the U.S. legislative and regulatory processes.
- Outstanding interpersonal skills and the ability to work effectively with policymakers, member executives, coalition partners, and internal teams.
- Experience at the Legislative Director or Senior Legislative Assistant level strongly preferred.
- Familiarity with the USDA, HHS/FDA, Commerce, Labor, Transportation and other federal agencies relevant to dairy processors.
- Experience in food, agriculture, workforce, transportation, immigration, or related policy areas.
- Proven leadership and organizational skills, including the ability to manage and influence multi-stakeholder initiatives.
- Confident public speaker capable of addressing legislative and policy issues with senior-level audiences.
- Strong problem-solving skills and ability to translate complex policy issues into actionable guidance for members.
- Self-starter able to manage multiple priorities in a fast-paced advocacy environment.

Key Attributes

- 7+ years of experience in federal government affairs, public policy, or legislative strategy, preferably within agriculture, food, international trade, or related industries.
- Strong, trusted relationships within current administration, on Capitol Hill, and with relevant federal agencies.
- Demonstrated success in advocacy leadership roles, with a track record of advancing meaningful policy outcomes.
- Excellent communicator with the ability to simplify complex policy issues into clear, compelling messaging.
- Strategic thinker with sound political judgment and the ability to align advocacy efforts with broader business and association goals.
- Bachelor's degree required; advanced degree in public policy, law, or a 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
 - 401(k) with 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

Why Join IDFA

IDFA offers a collaborative, mission-driven environment where employees play a direct role in shaping public policy that affects a vital U.S. industry. This position provides the opportunity to work closely with industry leaders, policymakers, and stakeholders on issues of national importance.

Equal Employment Opportunity

IDFA is an equal opportunity employer and is committed to building a diverse and inclusive workplace. IDFA does not discriminate on the basis of race, color, religion, sex, sexual orientation, gender identity or expression, national origin, age, disability, veteran status, or any other legally protected status.

How to Apply

Interested candidates should submit a resume and cover letter to jobs@idfa.org outlining relevant experience and interest in the position.