JOB SUMMARY/PURPOSE OF POSITION: The Innovation Partnerships Manager implements partner strategy across the Indiana dairy industry. This position builds relationships with key partners to catalyze innovation and growth across the dairy supply chain. This position works with stakeholders in retail, foodservice and hunger to create a holistic approach that will inspire trust in dairy products and dairy farming and increase demand and sales of dairy foods.

The Innovation Partnerships Manager values teamwork and exhibits strong organizational skills, self-motivation, and attention to detail. This position promotes cross-team collaboration and demonstrates solution-based innovation. Additionally, the Innovation Partnerships Manager embraces diverse responsibilities, is open to regular feedback, and adapts to change with ease and enthusiasm.

RESPONSIBILITIES:

• Builds and maintains working relationships with a variety of stakeholders to drive consistent engagement in areas that increase demand and consumption for dairy

• Understands and manages content that applies market research, analysis, consumer insights and trends and presents these concepts with the intent to motivate action among manufacturers, processors, and retailers

• Identifies and supports economic development opportunities that foster long-term growth for Indiana dairy industry

• Establishes connections and builds long-term industry partnerships on behalf of the dairy supply chain and fosters hunger relief efforts

• Works to create standards and merchandising concepts to share with retailers in-store and online

• Assists with managing and monitoring the budget to ensure effective stewardship of financial resources

• Works cross-functionally with all ADAI team members for internal alignment and consistent internal and external communications about ADAI’s retail, foodservice, and hunger initiatives

• Collaborates with colleagues to integrate initiatives and utilize and maximize resources that promote the industry

• Represents ADAI at relevant industry events to build the understanding and value of the dairy checkoff

• Participates in promotional and educational events

• Develops solutions to meet organizational needs in innovative ways

• Stays current on functional area related topics

• Performs other duties as assigned
KNOWLEDGE, SKILLS AND ABILITIES

EXPECTATIONS:
• Works collaboratively to achieve success
• Demonstrates a mindset of service and helpfulness to others
• Shows a propensity to be action oriented and appreciates a fast-paced, variable work environment
• Shows respect for others and has caring, direct conversations when necessary
• Builds trusting relationships both within and outside of the ADAI organization
• Clearly communicates the value of dairy checkoff and ADAI’s programming
• Executes all job functions with a commitment to excellence
• Proactively offers solution-oriented innovation
• Prioritizes and manages workload effectively
• Keeps the farmer investment top of mind, always
• Demonstrates a high level of curiosity and willingness to pursue professional development
• Takes ownership for individual success within the company

QUALIFICATIONS:
• Minimum of a bachelor’s degree plus five years of experience in a field that supports the responsibilities of the position, or any equivalent combination of education and experience; or 10 years of experience in a field that supports the responsibilities of the position
• Preferred experience in foodservice or retail manufacturing, direct to consumer marketing
• Strong technology skills, including proficiency in Microsoft Office Products and CRM management
• Strong verbal and written communication skills; comfortable with public speaking
• Confident and self-aware; exhibits strong soft skills, such as emotional intelligence, listening skills, and stress management
• Competency analyzing data, consumer research and market insights to provide the basis for industry action
• Willing and able to travel, including overnight. Flexible in schedule to work occasional evenings and weekends

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