

## Chief Executive Officer (CEO)

The American Dairy Products Institute (ADPI), one of the leading trade associations representing manufacturers and marketers of dairy ingredients in the U.S., is currently seeking a seasoned professional to lead the institute and help it to achieve its vision of becoming the worlds “go-to” authority on dairy ingredients. This highly visible position will be based at the company headquarters in Elmhurst, IL and will report directly to the ADPI Board of Directors.

Now in its 92<sup>nd</sup> year, ADPI, based in Elmhurst, Illinois, represents over 260 member companies. The successful candidate will oversee all activities associated with the institute, providing the vision and direction that will lift ADPI to even greater heights.

### Skills & Experience Desired

- Minimum BS degree (MS preferred)
- Minimum of 20 years of relevant experience - Dairy or food Ingredient industry and/or leading a trade association
- Have a passion and a vision for the future of dairy ingredients
- Leadership skills – a proven ability to lead a team and deliver results
- Excellent oral and written communication & presentation skills
- Excellent interpersonal skills with the ability to work across levels of an organization
- Computer proficiency
- Strategic thinking, planning and execution
- Self-motivated and goal oriented
- Willingness to travel domestically and internationally
- A thirst for knowledge – and a commitment to remain current on the latest scientific and technical developments related to dairy ingredients

### Primary Responsibilities

- Work closely with the Board of Directors, representing the majority of the dairy ingredient manufacturers and marketers in the U.S.
  - Report primarily to the president of the board and secondarily to an 18 member executive committee
  - Maintain good communication and information flow to board members throughout the year
  - Oversee planning and implementation of three board meetings per year
  - Work with the board in the ongoing development and implementation of strategic plans

- Accomplish the mission of ADPI: “We seek to increase the world-wide use of dairy ingredients by marshaling the technical, manufacturing and marketing resources of our members and others.”
  - Support and grow member involvement on ADPI committees and task forces (marshal member resources)
  - Work collaboratively with other dairy trade association leaders (and others) for the betterment of the dairy ingredients industry
    - Actively participate on other industry boards/ committees: USDEC, IDF, Innovation Center, etc. – seek opportunities to collaborate, while promoting the important role ADPI plays
    - Work closely with the European Whey Products Association (EWPA) on areas of common interest and concern. Champion the International Whey Conference.
    - Provide strong leadership and support for the development of industry standards for dairy ingredients, a core competency for ADPI
      - Engagement with international standards development bodies (IDF, Codex, etc.)
- Provide strong leadership to achieve the ADPI vision: “To be the world’s premier authority on dairy ingredients.”
  - Work with the board on the development of 3-year Strategic Plans and then work with the staff to develop annual action plans to deliver the desired results - focused on the key pillars of Technical Support; Training and Education; Market Support; and Marshaling Resources.
- Provide leadership, motivation and support to six ADPI staff members to help them be successful
- Oversee planning and implementation of all ADPI meetings and seminars.
  - Insure that the ADPI annual meeting continues to be one of the premier “can’t miss” meetings in the dairy industry
- Recruit and retain ADPI members. Regularly visit ADPI members and potential ADPI members.
- Meet annual budget objectives – and revenue growth projections in line with board expectations

The position offers a competitive salary and a comprehensive benefits package. Interested applicants should e-mail a cover letter, resume and salary expectations to: Denise Mueller - [dmueller@glanbia.com](mailto:dmueller@glanbia.com) by March 16, 2018.