



<b>Position Title:</b> Senior Manager, Multilateral Affairs and Market Access
<b>Incumbent:</b> Open
<b>Supervisor &amp; Title:</b> Mallory Gaines, Director, Global Affairs

**Position Summary:**

The [American Feed Industry Association \(AFIA\)](#) is the voice of the U.S. animal food (animal feed and pet food) industry, influencing policy and connecting people. The **Senior Manager, Multilateral Affairs and Market Access** will play a key role in advancing AFIA’s global market access, trade policy and regulatory initiatives. This role educates policymakers, represents AFIA in trade discussions and advocates for science-based regulations to reduce non-tariff barriers. Responsibilities include managing United States Department of Agriculture Foreign Agricultural Service (USDA FAS) export funding programs, analyzing global trade trends and developing tools to support industry members. The position also tracks international standards, collaborates with industry and government partners and ensures compliance with trade policies. Additionally, the position will contribute to AFIA’s strategic objectives, support committees, interface with the association members and provide guidance to junior staff.

**Position Responsibilities:**

**Trade Policy**

- Educate regulatory agencies, Congress, the Administration, state officials and association members on the association’s policy priorities.
- Represent AFIA in discussions with U.S. and foreign regulatory agencies, trade organizations, policymakers and companies working on trade policy issues of mutual interest.
- Perform support activities including preparing policy briefings, reports, presentations and advocacy materials.

**Global Regulatory Affairs**

- Monitor, analyze and influence international trade policies, regulations, standards and agreements affecting the U.S. animal food industries’ market access.
- Work with U.S. government agencies to support science-based regulations, standards and trade policies that facilitate market access for U.S. animal food products especially global non-tariff/regulatory issues.
- Develop and maintain alliances with appropriate industries, other associations and industry partners.
- Support association’s efforts to keep industry informed of developments, develop and disseminate information and respond to member questions.

**Global Funding Programs**

- Assists with the submission, administration and implementation of the association’s USDA FAS export program funding.

### **Analysis and Data Collection**

- Provide support for director of global affairs to develop strategy, presentations, reports, data compilation and various documents.
- Succinctly synthesize global trade and market data information.
- Coordinate requests from and communicate with association members.
- Monitor global trends, changes and opportunities relevant to U.S. animal food imports/exports.
- Support development and maintenance of informational tools on importing/exporting animal food for membership.
- Provide support for the Global Affairs Committee, Member Interest Group and task forces as required.

### **Internal Collaboration & Team Leadership:**

- Work closely with AFIA's global affairs team, government affairs, and communications teams to align policy and trade strategies.
- Provide guidance to staff supporting global market initiatives.
- Contribute to AFIA's overall strategic objectives and advocacy efforts.

### **Knowledge and Experience:**

- Bachelor's or master's degree (BS/BA or MS/MA) in a relevant field, or a minimum of three years of experience in trade, international policy or a related area.
- Experience in market research and development.
- Excellent communication skills, both written and verbal, with ability or potential in public speaking and professional writing.
- Experience in budget development, administration and financial oversight.
- Strong analytical skills with the ability to research, interpret, and apply regulations, policies, and trade data.
- Prior experience working in agribusiness, trade associations or governmental organizations is a plus.
- Prior experience in grant/proposal writing and project management is a plus.

**Travel:** Ability to travel (domestic and international) up to 20% of the time.

**Location:** Based in Arlington, VA office, with in-office approximately 2-3 days per week

### **Support Resources Available:**

- Outside legal, government affairs and project management consultants
- AFIA staff and membership
- Allied associations and related resource groups

### **To Apply:**

Email a cover letter and resume to Mallory Gaines ([mgaines@afia.org](mailto:mgaines@afia.org)) with the subject line, "Application – AFIA Sr. Manager, Multilateral Affairs" by **Mar. 2, 2025**.