



Principal Advisor, Trade Policy

The Almond Board of California (ABC) is seeking a Principal Advisor, Trade Policy to play a pivotal role in shaping the future of global agricultural trade for California almonds. This high-level position requires expertise in international trade policy, strategic foresight, and the ability to navigate complex regulatory landscapes. The position will work with ABC and industry colleagues in identifying and expanding new market opportunities for almonds, working closely with industry stakeholders in global markets.

Key Responsibilities

- **Trade Policy Development:** Formulate positions on trade and regulatory issues, including tariffs, technical barriers, and sanitary/phytosanitary measures (SPS/TBT).
- **Engagement:** Establish and maintain strong relationships with U.S. and global government authorities, international trade organizations, and industry partners in the U.S. and abroad to ensure effective collaboration across borders.
- **Strategic Data Analysis:** Monitor trade trends, interpret import/export data, and forecast challenges to assess policy implications and shipment opportunities.
- **Global Representation:** Represent ABC in international forums, lead technical seminars, and host international delegations.
- **Leadership and Coordination:** Manage consultants, direct cross-functional teams, and lead trade-servicing strategies to secure and expand global market access and trade servicing.

Preferred Qualifications

- Proven expertise in international trade policy, particularly in agricultural exports.
- Ability to navigate regulatory frameworks and engage effectively in multicultural environments.
- Deep knowledge of trade regulations, global trade databases, and agencies/organizations including USDA/FAS, USTR and WTO.
- Superb analytical, research, and writing skills—with the ability to translate technical material into powerful messaging.
- Advanced Excel and database savvy; comfortable with platforms like GAT and Datamyne.

Background

- Master's degree (preferred) in ag economics, government, regulatory affairs, or a related field.
- 7+ years of experience in international trade or regulatory affairs.
- Prior experience with U.S. government foreign service or private-sector agricultural trade
- Foreign language skills and overseas experience preferred.

Location

Ideally located in ABC's headquarters office in Modesto, California although remote location will be considered. This role requires international travel, flexibility across time zones, and the occasional late-night call with colleagues across the globe. A valid passport and a spirit of adventure are a must.

For immediate confidential consideration please apply online at:

<https://secure.onehcm.com/ta/ALMOND.careers?ApplyToJob=721616514>

or

Careers@almondboard.com

A full job description can be found at www.Almonds.com

ABC is an equal employment employer AA/EEO