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Director of Industry Relations

U.S. Wheat Associates (USW)

Location: Portland, Oregon

Reports To: President and CEO

Organization: U.S. Wheat Associates (USW) is the export market development organization working in over 90 countries on behalf of the U.S. wheat industry. USW operates from three U.S. and 13 overseas offices to provide information and advice to wheat importers and processors for the purpose of increasing U.S. wheat exports and enhancing the profitability of U.S. wheat farmers.

Duties and Responsibilities: The Director of Industry Relations serves as a senior leader within USW supporting a wide range of USW activities with a core focus on enhancing our relationships with key stakeholders. This position acts as a critical liaison between U.S. wheat producers, state wheat organizations, export trade partners, domestic industry stakeholders, international customers, and overseas USW offices.

- Develop and maintain relationships with all USW member state wheat organizations and across the wheat industry value chain, including trade associations and private-sector businesses.
- Serve as a USW liaison to state wheat organization meetings and producer events.
- Provide day-to-day oversight and coordination of Portland Office administrative and operational activities, including budgeting, resource utilization, and staff coordination while ensuring alignment with organizational priorities.
- Assist with hosting overseas customers of U.S. wheat during their visits to the United States for trade teams, training programs, and other events.
- Represent USW at industry meetings, conferences, seminars, trade events, and producer gatherings.
- Communicate market information, export developments, and program results to wheat producers, state wheat organizations and industry partners.
- Serve as a resource for USW's global staff on topics including wheat production, sustainability, transportation and logistics, and plant breeding technologies.
- Monitor global wheat production, trade flows, supply chain developments, customer preferences, and competitive market conditions.
- Contribute to organizational decision-making through data-driven recommendations and strategic insights.
- Ensure responsible stewardship of producer checkoff investments and federal market development funds.

Required Education and Experience:

- Bachelor's degree in Agricultural Economics, Agribusiness, International Business, Agricultural Sciences, Marketing, Public Administration, or a related field.
- Minimum of five years of progressively responsible leadership experience in agriculture, grain merchandising, commodity marketing, international trade, export market development, or related industries.
- Thorough understanding of domestic and international grain markets and agricultural trade.

Knowledge, Skills, and Abilities:

- Demonstrated interpersonal and networking skills with the ability to build and maintain relationships.
- Comprehensive understanding of international agricultural trade and market development.
- Proven leadership, management, and team-building capabilities.
- Excellent communication, presentation, and stakeholder engagement skills.
- Ability to influence and collaborate across diverse stakeholder groups.
- High level of creativity and strategic thinking, with the ability to find and develop innovative solutions to complex challenges.
- Exceptional professionalism, integrity, diplomacy, and cultural awareness.
- Proficiency with Microsoft 365 applications and business analytics tools.

Work Environment and Travel Requirements:

- Ability to work across multiple time zones and engage with international stakeholders.
- Ability to accommodate occasional evening and weekend commitments related to industry events, trade missions, and stakeholder meetings.
- Ability to travel domestically and internationally, approximately 15–25% of the time.

Compensation and Benefits

- Salary will depend on the qualifications and experience of the successful applicant.
- Comprehensive medical, dental, and vision insurance.
- Robust employer-funded 401(k) retirement program.
- Life insurance coverage equal to two times annual salary.
- Additional benefits consistent with USW employment policies.

To apply: Please email the following to careers@uswheat.org by **Friday, October 16, 2026**.

- A cover letter or brief statement of interest.
- A résumé.
- Salary requirements.

Please include "Director of Industry Relations" in the subject line.

Equal Opportunity/Non-Discrimination:

In accordance with Federal civil rights law and U.S. Department of Agriculture (USDA) civil rights regulations and policies, the USDA, its Agencies, offices, and employees, and institutions participating in or administering USDA programs are prohibited from discriminating based on race, color, national origin, religion, sex, gender identity (including gender expression), sexual orientation, disability, age, marital status, family/parental status, income derived from a public assistance program, political beliefs, or reprisal or retaliation for prior civil rights activity, in any program or activity conducted or funded by USDA.

USW expressly prohibits any form of unlawful harassment or discrimination based on any of the characteristics mentioned above or any other characteristics that are protected by federal or state law. Improper interference with the ability of other employees to perform their expected job duties is absolutely not tolerated.