

## **Manager of Foodservice National Accounts**

Dairy Farmers of Wisconsin (DFW) is looking for a Foodservice National Accounts Manager.

**About the Dairy Farmers of Wisconsin (DFW):** We are a non-profit organization fully funded by the dairy farmers of Wisconsin. Our mission is to help Wisconsin's dairy farm families thrive by building demand for products made in Wisconsin with Wisconsin milk ... like specialty cheese. Wisconsin cheese runs through our veins!

**About the Role:** We are looking for a sales or marketing person with extensive foodservice skills to manage the DFW foodservice programs to expand the distribution and usage of Wisconsin cheese. Our primary focus are multi-unit regional operators and emerging chains. Reporting to the Vice President-Channel Programs, the successful candidate will develop plans and execute DFW marketing programs for foodservice accounts. This position will work closely with the Channel programs team including marketing support and Wisconsin dairy companies.

**About Our Requirements:** Qualified candidate must have at least 5 years of program management experience and/or extensive knowledge of the foodservice industry, operators and multi-unit accounts, as well as distribution, marketing and sales. Position requires professional, well-developed communication skills to effectively communicate with foodservice operators and manufacturers/marketers, speak confidently in front of groups, and to direct the work of staff. Formal culinary training and/or culinary experience strongly preferred. Computer skills with a working knowledge of Microsoft Office products is essential. A Bachelor's Degree is required, preferably in Business, Foodservice Management, Marketing or a related field.

**About the Job and Benefits:** This position is located in Madison, Wisconsin; but will travel up to 50% of the time. Compensation consists of a competitive salary and benefits package that includes a company-funded 401(k) plan.

Further information on this position can be found on the DFW website  
[www.wisconsin dairy.org/careers](http://www.wisconsin dairy.org/careers) EOE M/F/D/V

Please send your resume and salary requirements to:  
Human Resources  
Dairy Farmers of Wisconsin  
[humanresource@WisconsinDairy.org](mailto:humanresource@WisconsinDairy.org)