



Farm Services Manager (USA) – The a2 Milk Company

a2 Milk®, Boulder, CO: We're helping America to love milk again. a2 Milk® comes from cows that naturally produce only the A2 protein and no A1. Published research suggests a2 Milk® may help avoid stomach discomfort in some people.

a2 Milk® USA is experiencing rapid growth year over year. Our milk is currently distributed in approximately 22,000+ U.S. retail stores including Walmart, Target, Sprouts, Whole Foods, Kroger, Safeway and most other grocery chains.

With the high growth we are experiencing for our liquid milk business, we are seeking a highly motivated and experienced Farm Services Manager to join our team.

Job Summary: The Farm Services Manager enables a2MC's strategic objective to secure certified A1 Protein Free supply, to develop and nurture farmer relationships while focusing on growth, strategy and sustainability.

Responsibilities:

- Work with farmers to educate and assess on a2MC specific segregation requirements.
- Conduct monthly desktop audits of all a2MC certified farms.
- Monitor procedures with farms to control cow movements in and out of certified herd, to ensure compliance.
- Perform physical farm audits according to the approved audit schedule.
- Provide feedback for updates to the a2MC Farmer Manual and Raw Milk Supply Program.
- Maintain regular contact with all farms, to develop strong relationships with farmers whilst representing The a2 Milk Company core values.
- Work with farmers to address general milk quality issues.
- Work with farmers to obtain monthly, annual and projected milk availability.
- Collaborate with corporate on implementation of the a2MC Farm Sustainability program.
- Maintain annual farm environmental plans and audits.
- Implementation and ongoing support for FARM ES.
- Assist farms in preparing for and achieving Validus AW and/or CARE certification.
- Work with manufacturing plants and farmers on raw milk planning and scheduling.
- Lead onboarding of new farms and procurement of additional milk supply as needed.
- Ensure all certifications (Validus CARE, Non-GMO, environmental, etc.) remain current.
- Prepare monthly milk supply report, containing details of desktop and physical farm audits conducted, number of cows tested, farm movements in and out of the milk supply, detection breaches and action taken, monthly milk availability by farm, general quality and continuous improvement plan for a2MC Farm Sustainability program.
- Provide input as required to a2MC farmer publications.
- Advise farmers of relevant a2MC information, such as personnel changes, market share and sales information, product launches.
- Share information regarding best practice internally & externally.
- Understand and provide internal feedback on milk price, competitor milk price movements and perceived industry intel.
- Communicate and close out any non-conformances to all stakeholders.
- Manage third party careline relationship for farm services.
- Ensure a supply base free from contamination of A1 Milk.

- Ensures compliance with US PMO regulations and internal standards for raw milk supply and plant delivery
- Take immediate action to investigate, communicate and rectify all non-conformances.
- Follow process to respond to all contamination issues.
- Work with supply chain team on the end-to-end quality of supply and service.

Qualifications/Competencies

- Solid track record of product delivery, analytical and problem solving and delivering outcomes/results with agility.
- Ability to partner with and influence a wide range of people: marketing, quality, supply chain, farmers, suppliers.
- Excellent communication skills (verbal & written).
- High attention to detail and delivers reliably.
- Commercially focused & comfortable with a fast-paced culture.
- Decisive, perseverant, and adaptable.
- Team player, results orientated, strong influencing skills.
- Ability to challenge the status quo.
- Proficient in Microsoft Suite
- Preferred a Bachelor's degree in agriculture or science-related discipline (or equivalent related work experience)
- Industry knowledge & experience of dairy farm operations
- Project implementation
- Supply chain function and growth
- Auditing Experience and Certification

Salary Range: \$79,001 - \$113,712 annually

Benefits: Generously subsidized medical, dental, vision and disability insurance; paid time off; 401k with company match; participation in corporate bonus program.

Interested applicants, please email cover letter and resume to jobs.us@a2milk.com.

This role will accept applications until Thursday May 21st, 2026.

The a2 Milk Company is an equal opportunity employer. We celebrate diversity and are committed to creating an inclusive environment for all employees.