



Managing Director (m/f/d) - DLG North America

Managing Director (m/f/d) - DLG Markets North America

Location: Ontario, Canada | **Responsibility:** North America (Canada, USA, Mexico)

Job Type: Full-Time / **Pay Type:** Salaried / **Contract Type:** Unlimited employment

About DLG Markets

DLG Markets is a global partner for companies and organizations in the agri-food sector and a leader in the organization of trade fairs and conferences worldwide. Our strength lies in an international network, innovative industry solutions and all-round expertise in the agri-food sector.

DLG Markets offers platforms for sustainable business development and international networking. Together with regional partners, we develop and realize customized event formats and projects that are precisely tailored to the needs and markets — including our flagship world-leading trade fairs AGRITECHNICA and EuroTier in Hannover, Germany. In North America we are organizing the Canadian Dairy XPO and the American Dairy XPO.

DLG Markets is part of the DLG Group, the German Agricultural Society - an independent, professional association, founded in 1885. DLG has 30,000 members and employs more than 300 people worldwide.

To find out more, visit www.dlg-markets.com

Your role

- Full responsibility for the strategic, operational, and financial performance of DLG Markets North America
- Expansion of the platform business and positioning of DLG as a leading partner for the agri-food industry in North America
- Key interface between the North American organization and the global DLG network

Key responsibilities

- Define and implement the long-term strategy for North America, including growth, partnerships, and market positioning
- Develop and scale existing trade fair formats and platforms while launching new formats tailored to regional market needs
- Identify and execute strategic partnerships, joint ventures, and potential acquisitions
- Connect North American stakeholders with global DLG platforms and drive internationalization
- Build and maintain strong relations with industry leaders and key accounts from North America
- Build and maintain relationships with government bodies and associations
- Ensure operational excellence in exhibitions, conferences, and business platforms
- Lead and structure a high-performing team with clear accountability
- Take full P&L responsibility, including budgeting, forecasting, and financial performance management

Your profile

- University degree in business administration, agricultural sciences, or a related field
- Proven senior leadership experience with full business responsibility
- Strong entrepreneurial mindset and demonstrated success in business development and growth environments
- Experience in trade fairs, platform businesses, or the agri-food sector is a strong advantage
- Strong communication, negotiation, and presentation skills
- Fluent English required; additional languages are an advantage
- High willingness to travel across North America

What we Offer

- A highly entrepreneurial leadership role with significant strategic impact
- Direct influence on the international growth strategy of DLG
- Opportunity to build and scale a leading platform business in North America
- Access to a strong global network in the agri-food industry and collaboration with an experienced international leadership team
- High degree of autonomy combined with clear strategic direction

How to Apply

- This is a posting for an existing, open vacancy from January 2027 on.
- Please submit your CV and cover letter to: infoDLGNorthAmerica@dlg.org
- Compensation: This role exceeds the \$200,000 threshold; compensation will be discussed during the interview process.
- All interviewed candidates will be notified of their application status within 45 days of their interview.

DLG Markets is an equal opportunity employer. We welcome applications from all qualified candidates regardless of gender, nationality, ethnicity, or background. Canadian work experience is not required.

Do not hesitate to reach out in case of questions : infoDLGNorthAmerica@dlg.org

Interested? We'd love to hear from you.

