



# Transforming the Farmer to Consumer Supply Chain with Climate-Smart Agriculture Partnerships Project

## Farmer Engagement Manager

### About the Position

We are in search of a Farmer Engagement Manager to inform and maintain our farmer support ecosystem. This role is designed for an individual deeply committed to advancing sustainable agriculture through the application of climate-smart practices. As our Farmer Engagement Manager, you will play a key role in cultivating our farmer network, guiding field managers, and supporting data collection and reporting of on-farm activities.

This position is dependent upon USDA approval.

### Job Responsibilities

#### Technical Assistance Oversight

- Manage a contract field team to facilitate farmer participation in the Project including outreach/enrollment, technical assistance, soil sampling, education, and reporting.
- Offer leadership and technical advice on climate-smart practice adoption.
- Oversee delivery of support to farmers across all key enrollment regions, ensuring consistency in farmer communications, education and events support.
- Oversee project compliance with USDA requirements, ensuring all climate-smart practices implemented by farmer participants follow and have required documentation of compliance with NRCS Practice Standards.

#### Farmer Guidance

- Support Field Team in their work supporting farmer in the planning and adoption of climate-smart practices
- Strategize to address barriers farmers are facing in implementing climate-smart practices by developing practical and economically viable solutions.

#### Strategic Enrollment

- Collaborate with Carbon A List team members, Project Partners, and contractors to devise farmer enrollment strategies that align with the specific needs of each region and commodity type to support achievement of USDA enrollment milestones.

### **Relationship Management**

- Build, maintain, and report on relationships with crop growers, dairy producers, and external partners across the project's key regions, emphasizing the production of climate-smart dairy, oats, and soy.

### **Educational Initiatives**

- Lead the organization and delivery of educational workshops and content that connects agricultural experts with landowners and farm operators to encourage the implementation of climate-smart practices through coordination with CAL communication team members/contractors, contracted climate-smart commodity processor staff, and contracted field staff.

### **Data Collection & Reporting**

- Manage coordination between Field Team and Project MMRV providers in farmer participant data collection
- Manage coordination between Field Team and CALs Operations team to report farmer participant data
- Share lessons learned from project participants with CAL and farmers in the program
- Ensure technical compliance with USDA requirements related to practice implementation

## **Required Qualifications**

**Education & Experience:** Bachelor's degree in Agriculture, Agronomy, Plant or Crop Science, Soil Science or Animal Science, Sustainability, or a related field, coupled with a robust knowledge base and experience with sustainable agricultural practices.

**Practice Implementation:** Proven experience collaborating with and supporting farmers as they implement on-farm practice changes.

**Project Management Expertise:** Demonstrated ability to manage and prioritize multiple projects, with strong analytical skills and the capacity to work under tight deadlines.

**Stakeholder Engagement Skills:** Strong interpersonal abilities, including the skill to effectively communicate and collaborate with a diverse range of farmers, contractors, team members, and Grant Partners to ensure alignment and cohesive project progress.

**Travel Readiness:** Willingness to travel up to 50% of the time to farms or internal functions, with a valid US Driver's license and access to a vehicle.

## Core Competencies

- 5-7 years of previous experience in agriculture
- Agronomic and farm expertise related to the implementation of on-farm practice transitions
- Excellent written and verbal communication skills, with the ability to convey technical information in an approachable manner
- Ability to prioritize tasks, meet deadlines, and work effectively in a fast-paced, dynamic environment
- Proven experience working with farms producing soybean, oat and dairy commodities
- Analytical thinking and problem-solving skills, with the ability to assess farmer participant technical support and educational opportunities and evaluate outcomes
- Ability to work collaboratively in a cross-functional, multi-cultural environment
- Ability to travel via vehicle and plane

## Preferred Qualifications

- Certified Crop Advisor (CCA) certification
- Technical Service Provider (TSP) certification
- Experience with precision agriculture and emerging technologies in dairy and/or row crop systems
- Previous supervisory experience
- Experience working with or for the Natural Resource Conservation Services, and NRCS Practice Standard knowledge

## Physical Qualifications & Work Environment

- Normal physical requirements associated with working in an office environment such as prolonged sitting and repetitive motion such as typing on a computer keyboard.
- May also require periodic standing, walking, and/or bending.
- Visual acuity sufficient to perform frequent work on a computer screen and review printed reports and other materials. This role routinely uses standard office equipment such as computers, phones, photocopiers, and filing cabinets.
- The person in this position has frequent in person and virtual contact with others. Requires the ability to hear and to communicate orally with others.

## Salary

\$80,000 - \$100,000

## Application Deadline

Friday, October 4, 2024 at 11:59 PM EST