

Iroquois Valley Farmland REIT, PBC is a real estate investment company incorporated as a public benefit company. We are a small company of passionate people that raise investor capital to finance the expansion of organic and regenerative farmland in the US. We work exclusively with independent farm families. Iroquois Valley is funded by socially responsible investors interested in directly supporting farmers while creating financial, social and environmental returns.

Iroquois Valley Farmland REIT is seeking a Relationship Manager to join the team at Company Headquarters in Evanston, IL. Interested candidates should send a resume and brief cover letter to: recruiting@iroquoisvalleyfarms.com

Position Overview

The Relationship Manager is a newly created role that will primarily focus on building trusting relationships with farmers. Candidates familiar with farming, have an understanding of business operations and possess strong communications and problem-solving skills will thrive in our rapidly growing entrepreneurial company.

Essential Functions:

- Participate in building and executing a strategy to cultivate strong relationships with farmers, including making regular visits to the farm.
- Understand farmers needs and challenges. Proactively identify potential issues. Participate in the development of creative solutions to farmer needs.
- As a Company representative, identify ways of supporting farmers to ensure their success.
- Tour farms and facilities and operations on the farm.
- Understand how financial issues are impacting the farmer's business.
- Enhance company and farmer communication. Work closely with staff to communicate red flags and challenges the farmers may be experiencing and work proactively to help resolve the issues.
- Keep Iroquois Valley team apprised of important details related to assigned farmers.
- Establish and maintain strong relationships with farmers to ensure strong working relationships and foster a collaborative work environment.
- Complete special projects, as assigned.

Ideal Skills and Experience:

- Knowledge and interest of farming either from personal experience or through study.
- Minimal 1-2 years business and/or finance/accounting experience preferred.
- Property management or general real estate management experience preferred.
- Excellent communication skills.
- Ability to multi-task, prioritize and set and meet deadlines.
- Independently motivated to complete tasks and creatively solve problems.
- Works well with rapidly changing priorities and time pressures.



Web: www.iroquoisvalleyfarms.com

- Interest in our key focus areas welcome: organic & regenerative agriculture, farmland access, food systems, impact investing, etc.
- Ability to maintain high level of confidentiality.
- Ability to travel up to 20% of the time.

Other Duties

Please note this job description is not designed to contain a comprehensive listing of activities, duties or responsibilities that are required of the employee for this job. Duties, responsibilities and activities may change at any time with or without notice.

Iroquois Valley Farms provides equal employment opportunities (EEO) to all employees and applicants for employment without regard to race, color, religion, creed, sex, sexual orientation, gender identity, national origin, age, disability, veteran, marital, or domestic partner status.