



Web: [www.iroquoisvalleyfarms.com](http://www.iroquoisvalleyfarms.com)

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Iroquois Valley Farmland REIT, PBC is a certified B corporation and public benefit corporation that raises capital from mission-aligned investors to fund organic farmers. We invest in and provide financial services to organic farmers around land security, offering long-term leases, mortgages, and operating lines of credit. We are a growing organization that currently impacts over 30,000 acres in 17 states.

**Iroquois Valley is seeking a Senior Relationship Manager – Organic Crop Systems to join our team.**

**To Apply: Send a resume and cover letter explaining your interest and experience to [recruiting@iroquoisvalleyfarms.com](mailto:recruiting@iroquoisvalleyfarms.com).**

#### **Position Overview**

The Relationship Manager maintains successful partnerships between Iroquois Valley and our independent farmers, specifically our farmers with row crop operations. Building trusted relationships with farmers in the existing portfolio and developing relationships with new farmers is of critical importance. The Relationship Manager will communicate Iroquois Valley's farmer-facing products and programs, oversee intake and due diligence and manage customer service needs for existing and prospective clients.

#### **In this position, you will:**

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- Cultivate strong relationships with farmers, including making regular visits to the farm. Tour farms and facilities on the farm. Conduct annual reviews of assigned relationships.
  - Understand farmers' needs and challenges operationally and financially. Proactively identify potential issues. Participate in the development of creative solutions to farmer needs that ensure their success.
  - Take assigned farmers from initial contact through closing, facilitating due diligence and contributing to investment reports with the Underwriter. Make recommendations to the Investment Committee in a timely manner.
  - Work closely with COO & Office Manager to facilitate file management of farmer diligence materials, core farmer documents and core document updates on Box, our record-keeping platform. Familiarity with Abrigo (loan software) and Tillable (farmland lease software) a plus, but training will be provided.
  - Keep Iroquois Valley team apprised of important details related to assigned farmers.

- Enhance company and farmer communication and resource sharing. Work closely with staff to communicate challenges and opportunities the farmers may be experiencing and work proactively to help resolve the issues.
- Business development including farmer-facing outreach at conferences, etc.
- Complete special projects (including assisting on grant deliverables), as assigned.

**To be successful in this role, you will have:**

- extensive experience in an ag lending environment, including navigating adverse relationships and delicate situations;
- a strong understanding of USDA programs, including FSA programs and NRCS programs (particularly EQIP, CSP, CRP);
- familiarity with organic crop production, markets, and organic + regenerative certifications;
- knowledge of organic crop insurance, technical assistance landscape, farmer succession planning, and farm business management;
- the ability to shift priorities and ensure details are correct in what can be a time-sensitive project environment;
- collaborative verbal communication with farmers, investors and staff and have clear and concise written communication;
- experience in property management.

**Travel**

This position requires approximately 25% travel. The majority of travel will be in rural communities in the Upper Midwest region to visit farms and to attend conferences and staff events occasionally.

**EEO**

Don't meet every single requirement? Studies have shown that women and people from diverse communities are less likely to apply to jobs unless they meet every single qualification. If you're excited about this role but your past experience doesn't align perfectly with every qualification in the job description, we encourage you to apply anyway. You may be just the right candidate for this or other roles.

**Equality, Diversity, Inclusion and Belonging:** Iroquois Valley is committed to being a diverse organization that is truly representative of the communities we serve. Iroquois Valley encourages diverse candidates to apply - Iroquois Valley 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.

We are an equal opportunities employer with an inclusive environment where all employees can contribute to their fullest potential. We want every colleague to be able to deliver their work with dignity, equality, comfort and independence. We are open to accommodation requests regarding assistive technologies, accessibility tools, or any other reasonable

adjustments that will make working here more accessible for you and to help you feel welcome as part of our team.

**Salary Range:** \$60K - \$70K

**Competitive Benefits Package**

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