

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 to join our team.

To Apply: Send a resume and cover letter explaining your interest and experience to recruiting@iroquoisvalleyfarms.com.

Position Overview

The Relationship Manager cultivates and maintains successful partnerships between Iroquois Valley and organic farmers. This position is specially focused on engagement with socially disadvantaged* farmers & ranchers and product development as Iroquois Valley prepares to launch a loan program dedicated to serving their needs. This program will be funded through a new investment offering; the role will involve collaboration with the investor relations department and communication with investors in the offering. 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.

*The USDA defines socially disadvantaged farmers and ranchers (SDFRs) as those belonging to groups that have been subject to racial or ethnic prejudice. SDFRs include farmers who are Black or African American, American Indian or Alaska Native, Hispanic or Latino, and Asian or Pacific Islander. For some but not all USDA programs, the SDFR category also includes women.

In this position, you will:

- Build relationships with socially disadvantaged farmers to inform and co-design a relevant and resonant loan program. Activities may include: convening listening sessions, developing program evaluation metrics, identifying areas for improvement.
- Collaborate with the investor relations team to ensure program farmers are highlighted in communications to investors and represent farmer perspective in presentations to investors.
- 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 working with socially disadvantaged farming & ranching communities;
- Experience in an ag lending environment, including product development and client relations;
- A strong understanding of USDA programs, including FSA programs and NRCS programs (particularly EQIP, CSP, CRP);
- Familiarity with organic farming, 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;
- Bilingual (Spanish preferred) a plus.

Travel

This position requires approximately 25% travel to farms and conferences, as well as occasional staff events. This position is remote and may be based anywhere in the US.

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.

Diversity, Equity, and Inclusion: Iroquois Valley is committed to being a diverse organization that is truly representative of the communities we serve and hope to serve going forward. 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.

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

Competitive Benefits Package