
Iroquois Valley is seeking a **Farmer Relations Associate** located in the Midwest region to join our team.

To Apply: Send a resume and cover letter explaining your interest and experience to recruiting@iroquoisvalleyfarms.com. Applications without a cover letter will not be considered.

Salary Range: \$65,000 - \$75,000 based upon experience

Who We Are

Founded in 2007, Iroquois Valley's vision is to transform agriculture through organic land stewardship within a generation. As a certified B Corp and public benefit corporation, the company works with impact-driven investors to provide capital to organic and transitioning farmers across America through long-term leases, flexible mortgages, and post-investment support. Our portfolio comprises \$120 million invested in 32,000 diversified acres across 20 states. Our investor base includes more than 850 accredited and non-accredited institutional and individual investors located in the U.S. and around the world.

Position Overview

The Farmer Relations Associate maintains successful partnerships between Iroquois Valley and our independent farmers, specifically farmers with row crop operations in the Midwest region. Building upon the trusted relationships with farmers in the existing portfolio and developing new relationships with mission aligned farmers, the position markets Iroquois Valley's farmer-facing products and programs and provides support to existing and prospective clients. The position will support a portfolio of farmer relationships, ensuring their operational success. The role involves strategic relationship building, problem-solving, and supporting investor relations through compelling farmer stories and content.

In this position, you will:

- Build, cultivate and execute strong relationships with farmers. Conduct on-site visits including farm tours of facilities and operations. Understand farmers' needs and challenges operationally and financially. Proactively identify potential issues.
- Enhance company and farmer communication and resource sharing. Work closely with Iroquois Valley staff to communicate challenges and opportunities the farmers may be experiencing.
- Support Investor Relations work by providing farmer stories/content/pictures that can be used for marketing and fundraising purposes.
- Work collaboratively with other Farmer Relations Team members.
- Assist with initial farmer inquiries and support senior staff with next steps in the due diligence process.
- Support the Farmer Relations Team & Office Manager with updating and maintaining farmer files.
- Engage in farmer-facing outreach at conferences, field days, etc.
- Support the development of partnerships and collaborations with outside organizations.
- Complete special projects (including assisting on grant deliverables), as assigned.

To be successful in this role, you will have:

- Familiarity with organic crop production, markets, and organic/regenerative certifications.
- Working knowledge of organic crop insurance, technical assistance landscape, farmer succession planning, and farm business management.
- Working knowledge of USDA programs, including FSA programs and NRCS programs (particularly EQIP, CSP, CRP).
- Clear, concise, and collaborative verbal and written communication with farmers, co-workers, and outside collaborators via face-to-face meetings, phone calls, text, email, and zoom.
- Ability to prioritize tasks and meet deadlines in a time-sensitive project environment.
- Ability to navigate adverse relationships and delicate situations.

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- Ability to prioritize, identify, and analyze prospects that align with Iroquois Valley's strategic plan and values.
 - Ability to be flexible with changing workloads and tasks throughout the year.
 - Working knowledge of Google Suite and MS Office.

Recommended Education and Experience

- Agricultural, Environmental, or related degree
- Agricultural lending, business, or finance experience
- Communication and sales experience
- Property management and/or real estate experience
- Direct farming experience, row crop preferred
- Implementing digital solutions for lending and/or portfolio management

Travel

This role requires approximately 25% travel. The ideal candidate will reside in the Midwest. The majority of travel will be in rural communities, including overnight stays, in the Midwest region to visit farms and to attend conferences and staff events.

Competitive Benefits Package

- Insurance coverage begins on date of hire
- Medical, Dental, and Vision Benefits
- Company Paid Life Insurance and Short & Long-Term Disability
- Flexible Spending Account and Dependent Care Account
- 401(k) with match
- Paid Time-Off
- Paid Company Holidays
- Tuition Reimbursement
- Paid Personal and Parental Leave
- Voluntary Benefits - Critical Care and Hospital Indemnity

Equal Employment Opportunities and Diversity, Equity, and Inclusion

Don't meet every requirement? Research shows women and people from diverse backgrounds often hesitate to apply if they don't meet every qualification. If you're excited about this role, we encourage you to apply—you might be the right candidate for this or other roles.

At Iroquois Valley, diversity drives innovation. We are committed to building an inclusive organization that reflects the communities we serve. We encourage candidates from all backgrounds to apply. We are an equal opportunity employer, providing equal consideration without regard to race, color, religion, sex, gender identity, sexual orientation, national origin, age, disability, veteran status, or marital status. We support workplace accessibility and are open to reasonable accommodation requests.