



1402 3<sup>rd</sup> Avenue, Suite 1325, Seattle WA 98101 | [www.farmland.org](http://www.farmland.org)

## **Job Description: Conservation Program Manager**

**Organization:** American Farmland Trust, Pacific Northwest Region

**Reports to:** Pacific Northwest Regional Director

**Available Date:** Immediate

### **OVERVIEW**

The mission of American Farmland Trust (AFT) is to *Save the Land That Sustains Us* by protecting farmland, promoting sound farming practices, and keeping farmers on the land. The Conservation Projects Manager is a key position within AFT's Northwest office to advance the protection of farms and ranches in the Pacific Northwest Region, which includes the states of Washington, Oregon and Idaho. The Manager reports to the Pacific Northwest Regional Director and works collaboratively with all members of the Pacific Northwest team. The Conservation Manager will also work with and receive support from members of AFT's national team where it relates to their work program.

Core responsibilities include:

- Facilitate and advance common ground solutions with both the agricultural and environmental communities on water quality, climate and habitat issues;
- Provide oversight, management, and promotion of the Pioneers in Conservation program;
- Devise and implementing strategies and programs for increasing the voluntary adoption of conservation projects and practices by farmers and ranchers;
- Lead field work with farmers with an emphasis on the central Puget Sound region;
- Regional lead for all efforts related to sound farming practices;
- Fundraise to secure funds to support conservation programs in the region;
- Secure and manage funding for, and award grants to, farmers, ranchers and other agricultural landowners with direct payments for conservation projects;
- Serve as the spokesperson for and representing AFT to funders, stakeholders, collaborative partners, government officials, and the public;
- Assist in developing strategy for expanding PNW program to all states in region.

### **MAJOR DUTIES:**

Management and Field activities:

- Work closely with partners and farmers to develop, initiate and manage conservation grant programs for farmers and the environmental markets program in the region;
- Work with AFT staff to facilitate project development, funding, implementation and evaluation;
- Assume management of ongoing AFT regional conservation programs that are underway;
- Build a network of progressive farmers, farmland owners, university experts, agricultural organizations, commodity groups, agricultural consultants, farm supply and services businesses and conservation-oriented nonprofits working together to foster accelerated conservation among farmers in the Pacific Northwest region.
- Supervise interns and support staff assigned to conservation projects and programs;
- Provide program support to other regional projects on an as needed basis;
- Represent AFT and the work of the PNW office through meetings and public presentations.

### Program Management:

- Work collaboratively on region-wide policy activities for other PNW program areas;
- Manage project budgets to ensure that projects are completed on time and within their budgets; (core financial planning, budgeting, management, and accounting are provided by the AFT National Office with monthly status reports provided on all activities and projects).
- Participate in developing PNW regional budgets.

### Policy, Fundraising, Marketing and Communications:

- Work with other PNW Regional staff on policy, fundraising , marketing and communications as need.
- Identify funding sources and assist in developing compelling proposals to secure funding for priorities;
- Provide input and assistance for reporting to funders and AFT leadership;
- Assist regional director to cultivate local media and opportunities to enhance the visibility of AFT; and
- Develop and makes public presentations to groups and organizations.

### **REQUIRED SKILLS**

- Critical and strategic thinking;
- Highly developed project management skills with demonstrated experience;
- Demonstrated ability working with diverse partners;
- Demonstrated success at budgeting, grant writing and grants management;
- Demonstrated success working both as a team player and independently;
- Attention to details and deadlines;
- Good judgment, discretion, and ability to maintain confidentiality;
- Ability to deliver effective public presentations;
- Strong interpersonal communication skills;
- Basic computer skills.

### **REQUIRED EDUCATION AND EXPERIENCE**

- Bachelor's degree in a field relevant to the position, Master's degree preferred
- 2+ years background in a related field with a Master's degree, 4+ years with a Bachelor's degree, with special emphasis in:
  - Agriculture: Extensive work experience in or with the agricultural community and understanding of the concerns and perspectives of agricultural producers, particularly as they relate to conservation projects and practices on working farmlands;
  - Environment: Work with environmental issues and knowledge of issues, concerns, and perspectives of the environmental community, particularly as they relate to agriculture;
- ***Preferred experience***: Working with farmers. Experience in managing on the ground conservation projects with farmers. Knowledge of and direct experience with conservation incentive and environmental market programs, including the Farm Bill incentives. Demonstrated ability to raise funds to support programs. Understanding of legislative processes and how to influence elected officials. Experience in developing maps / using mapping tools.

### **COMPENSATION:**

Competitive full time salary, DOQ | AFT salaried employee benefits package | Downtown Seattle office location

### **TO APPLY:**

Please send a current resume and cover letter to Heidi Eisenhour, Pacific Northwest Regional Director, at 1402 3<sup>rd</sup> Avenue, Suite 1325, Seattle WA 98101 or via e-mail to [heisenhour@farmland.org](mailto:heisenhour@farmland.org). In your cover letter, please address your strengths and weaknesses related to the Major Duties listed for this position.

**Open until filled.**