



Manager, Partnerships and Programs for Leading Harvest

OPPORTUNITY TO JOIN A LEADER IN SUSTAINABILITY – GROWING A HEALTHIER FUTURE AND ADVANCING AGRICULTURE FROM THE GROUND UP

Leading Harvest, the industry leader driving innovation in sustainable agriculture, has introduced a new certification for sustainability across all crops and regions in the US and globally (Over 3 million farmland acres are already committed to the program). The organization is seeking to recruit for the newly created role of **Manager, Partnerships and Programs**, to manage relationships and programs with key stakeholders throughout the membership base at Leading Harvest for entities across the sustainable agriculture supply chain. This is a remote position with an expectation of 15-20% of the year traveling.

About Leading Harvest

Leading Harvest (www.leadingharvest.org) and its members are committed to increasing adoption of sustainability practices in agriculture. These practices are independently audited, scientifically rooted, and seamlessly integrated into production agriculture. It was formally organized in 2020 by and for stakeholders across the agricultural value chain—from farmland owners to companies and communities. After launching in the U.S., *Leading Harvest* started pilot programs across the globe with an initial focus in Australia and Canada.

A key driver for the organization's formation was the overlapping demands of key stakeholders -- farmers, supply chains, retailers, farmland investors, environmental NGOs and communities. Stakeholder interest in sustainable, regenerative and climate-smart agriculture is growing rapidly with increasing attention to how agricultural systems affect and interact with the environment and society. *Leading Harvest* and its standards are a scalable, sector-wide response to the demand for sustainability assurance in agriculture that did not exist in a way that was responsive to the broad diversity of ecosystems, crops, regions, and agricultural management systems. [Articles: [Successful Farming](#) | [The Land Report](#) | [Global AgInvesting](#) | [FruitNet](#)]

The *Leading Harvest Farmland Management Standard* is designed to optimize sustainable farmland management as part of a comprehensive assurance program. The standard addresses 13 sustainability principles. A [comprehensive primer](#) outlines these principles in depth. When utilized, these standards provide a framework to help farmers and farm managers methodically tackle agricultural sustainability and make verifiable claims to the market while strengthening credibility, reputation, and social license of farmers and investors across the value chain. Over the last two years, the [Walton Family Foundation](#) has awarded two substantial grants to *Leading Harvest* to accelerate its sustainability certification through pilot programs, resource development, and educational initiatives.

The organization is governed by a [Board of Directors](#) comprised of recognized leaders from the social, environmental, and economic sectors. With diverse viewpoints across the agricultural landscape, the Board reflects the multiple interests that make up the agriculture community from farmers to food retailers, environmental NGOs to labor organizations, investors to consumers. The policy work of the Board is supported by its *Resource Group* which consists of board appointees. The program also relies on the *Independent Review Panel*, comprised of industry experts and advisors, who are responsible for ongoing review of and reporting on the assurance programs established by the organization. This critical work includes oversight of a regular revision process of *Leading Harvest* standards as part of a continuous improvement framework.

Position Overview

Reporting to the Director, Strategic Alliances and Programs, the **Manager, Partnerships and Programs** will hold key relationships across the food value chain domestically and carry out project management.

Specific responsibilities include:

Manage existing membership:

- Coordinate with colleagues to manage membership activities of the organization
- Serve as a liaison to stakeholders through in-person visits and virtual connections

- Promote a greater awareness of the continuous improvement driven through certification
- Coordinate with colleagues, industry peers, and contractors for successful development and implementation of membership events
- Highlight new member successes with farmers and industry partners, plus sharing insights with current board members

Support project work:

- Manage special projects with key stakeholders
- Develop and maintain effective communications specific to project work with management and marketing staff, contractors, and stakeholders on current projects and events to allow effective communication to the Board of Directors, members, and key stakeholders.

Support business development:

- Support the Director of Strategic Alliances and Programs in pursuing and building relationships with new Leading Harvest supporters and program users
- Attend meetings across the US to highlight the benefits of membership and motivate members to share insight into their successes to attract new members
- Participate in meetings and activities where a high concentration of national farm organizations, food brands, and retailers are present

Candidate Profile

The **Manager, Partnerships and Programs** will have an innovative mindset with a strong understanding of managing and developing key relationships with current and potential stakeholders. He/she will excel at communicating and collaborating with internal and external stakeholders and must be a brand ambassador for the organization's mission and have a passion for sustainability. The ideal candidate will have the following attributes:

Experience and Skills:

- BS/BA in agriculture, business, or related discipline.
- Three or more years of experience and/or working knowledge related to project management, sales, stakeholder relations, agriculture, business, sales, membership, or other agribusiness experience beneficial.
- Working knowledge in the agriculture sector and a deep understanding of its nuances and complexities.
- Successful track record in cultivating strategic relationships and alliances; history of working collaboratively with internal and external stakeholders.

Personal Characteristics:

- Self-motivated, ambitious, and passionate individual who strives for excellence and delivers quality and consistent work in a collaborative team environment.
- Demonstrates ability to manage time efficiently to meet deadlines while using creativity in finding solutions.
- Highly adaptive and willing to navigate ambiguity.
- Exceptional oral and written communicator, with an adaptable ability to engage in all forums (local farm level, corporate level, at public meetings, etc.) in a constructive manner.
- Excellent emotional intelligence competencies, including relationship management. Must retain situational awareness while tracking initiatives related to sustainability both domestic and globally.
- Ability to build alliances with internal staff and stakeholders on projects supporting strategic initiatives.
- Insightful and consultive, providing practical and pragmatic solutions that are actionable.

For confidential consideration as a candidate or to suggest a prospective candidate, please email info@leadingharvest.org.