About Us

Kitchen Table Advisors (KTA) fuels the economic viability of sustainable small farms and ranches through practical business advising and trusted relationships. Our vision is that regenerative farmers and ranchers are thriving leaders of a vibrant, community-based economy that is rooted in equitable distribution of power and resources. Kitchen Table Advisors’ work aims to both directly support farmers and ranchers, as well as shift the ecosystem in which they operate, to be more supportive of their agricultural practices and their lived experiences. We focus our efforts on land, markets, and capital, which we see as key levers of change as small sustainable farms and ranches strive towards long-term economic viability.

Job Title: Value Chain Coordinator
Classification: Hourly, Part-Time (26-32hrs weekly)
Hourly Pay Range: $24.00 - $30.00
Total Rewards Include: Professional development stipend, medical, dental, vision, life insurance, and employer-matched 401k. Flexible working schedule, generous vacation, and leave policies.

Work Location: Serving Northern and Central California’s surrounding counties including, but not limited to: Yolo, Solano, Sacramento, Sonoma, Marin, Napa, San Mateo, Alameda, Contra Costa, Monterey, Santa Cruz, San Benito, Santa Clara, Madera, Stanislaus, and surrounding areas.
Post Date: Wednesday, April 20th, 2022
First Review Date: Monday, May 9th, 2022

Job Overview

Kitchen Table Advisors is looking to fill a .5 FTE (26-32 hours/week) position with the potential to grow into a full-time (32-40 hours/week) role.

Kitchen Table Advisors is a growing, purpose-driven, distributed leadership and multicultural organization. In the last two years, the number of staff has doubled, we have begun a second complimentary program to our flagship 1:1 business advising program, and we have committed to strengthening our internal structures to support our team in providing our farmer and rancher clients and community the best service we can offer.

In recent years, Kitchen Table Advisors recognized a need to expand beyond our core advising program to invest in rebuilding the marketplace around land, markets and capital. As part of this Ecosystem Building work, more defined programming is emerging specifically related to market access for our clients.

Our new path forward in market access is grounded in research funded by a USDA Local Food Promotion Program Planning grant and guided by an opportunity to increase small farmers’ access to larger buyer partners and their supply chains. With a focus on wholesale markets, we are pursuing this opportunity using a Coach + Support, Innovate and Organize framework. What this looks like in practice is extensive collaboration with both nonprofit and procurement partners to identify matchmaking opportunities, grow sales relationships, adapt buying processes and create new supply chains.

The Value Chain Coordinator (VCC) will work closely with the Value Chain Strategist (VCS) to facilitate market access connections between KTA farm and ranch clients and regional wholesale buyers in California, including schools, hospitals, tech + ecommerce companies, distributors, retailers, and universities. This position will play a key role in several exciting initiatives involving supply chain innovation and facilitation between small and midsize farmers and major companies and institutions.

Ideal Candidate
Support the Value Chain Strategist’s overall strategy of developing both quick matchmaking connections and longer-term supply chain development. Meet with farmers, buyers, and nonprofit/government partners to identify and facilitate sales opportunities for KTA’s farm and ranch clients. Perform administrative and tactical support tasks to aid the VCS’ long-term projects. The VCS will train and mentor the VCC on the KTA approach to market access work, best practices for relationship management and negotiation, and the practice of value chain coordination overall.

Our ideal candidate will be someone who has an interest and passion in building power and dignity for and with small farmers and ranchers, and eager to receive mentorship about how to enact change through supply chain work. They should be someone with excellent follow-through, quick and assertive to ask questions for more clarification, and equally excited about meeting a farmer on their land as well as building relationships with buyers and nonprofit partners via video and in-person meetings.

**Primary Responsibilities**
- Meet frequently with KTA’s Value Chain Strategist, farm and ranch clients, existing and prospective buyers, and nonprofit/government project partners (virtual and in-person)

**Program-specific work:**
  - **Coach + Support (65%)**
    - Follow up on sales leads provided by Value Chain Strategist, gathering relevant information on crop plans and pricing from farmers and ranchers with support from KTA business advisors, and supporting ongoing communication with buyers
    - Research and identify new short- and long-term sales leads that are a good fit for KTA clients using VCS’ evaluation approach, develop a system for communicating short-term sales opportunities for buyers
    - Perform market research on key commodities in the conventional, organic, and regenerative space, and compile in periodic market reports for farm and ranch clients
  - **Innovate (25%)**
    - Perform research and administrative tasks as needed to support several long-term projects involving larger tech company, hospital, and university supply chains
  - **Organize (10%)**
    - Perform research and administrative tasks as needed to support the longer-range, more strategic market access work cross-regionally

**Qualifications**
- 3+ yrs experience in supply chain or operations role in local/regional food systems, foodservice, retail, agriculture
- Fluency in Spanish very strongly preferred
- Comfort working with digital tools (G Suite, virtual meeting software, Slack, etc)
- Preferred lived experience and/or cultural competency that enables understanding of diverse spectrum of clients
- Ability to stay organized, move multiple projects and priorities forward simultaneously, diligently follow up with project partners and meets deadlines
- Analytical skills and attention to detail
- Excellent written and oral communication skills
- Dynamic person who takes initiative
- Dependable and a service-oriented team player
- Experience with relationship building
- Access to a vehicle and ability to drive within Northern and Central California for meetings with farmers and buyers, in addition to team events and conferences

**Travel and Schedule Considerations**
- Due to the nature of the work, candidates must possess a valid driver’s license, with access to a vehicle, for periodic travel throughout Northern and Central California to meet with staff in person.
- There will be occasional work responsibilities that occur during the evenings and/or weekends.
- Remotely based work, with primary location in Northern or Central California; applicants should expect to travel to meet with team members periodically and for in-person gatherings. Can accommodate office space if needed.
To Apply
Please submit the following to info@kitchentableadvisors.org subject line “Value-Chain-Application”. All qualified candidates will be contacted via email. This position is open until filled. Applications will be reviewed on a rolling basis, with a first review date of Friday, May 9, 2022.

- A cover letter describing your interest in this position and our work
- Resumé

Kitchen Table Advisors is a project of Multiplier, a nationally recognized nonprofit headquartered in San Francisco, that accelerates impact for initiatives that protect and foster a healthy, sustainable, resilient, and equitable world (www.multiplier.org). The Coordinator will be an employee of Multiplier.

Multiplier and Kitchen Table Advisors celebrate diversity and are committed to building teams and partnerships that represent a variety of backgrounds, perspectives, and skills. Multiplier and Kitchen Table Advisors are also committed to providing an environment of mutual respect that is free from discrimination and harassment. Multiplier and Kitchen Table Advisors prohibit discrimination in its governance, programs and activities on the basis of race, color, national origin, age, disability, religion, gender, sexual orientation, gender identity, genetic information, political beliefs, reprisal, marital status, amnesty, status as a covered veteran, because all or part of an individual’s income is derived from public assistance, or for any other non-merit based factor.