

Trust In Food Development Officer

Department: Trust in Food

Location: Lenexa, KS – St. Louis, MO – Washington, D.C. – Mexico, MO

Reports to: Trust In Food Director, Development & Programming

POSITION DESCRIPTION

Farm Journal seeks energetic, entrepreneurial candidates passionate about making a difference in the food and agriculture industry for an exciting position in a startup division of Farm Journal Media. The position offers tremendous long-term career growth in an area that is foundational to the future of U.S. farming: conservation and environmental sustainability.

The **Trust In Food Development Officer** will directly report to the Director, Development and Programming within this fast-growth startup division of Farm Journal. He or she will work closely on all aspects of the business focusing on helping farmers make more money, improve their sustainability and conservation practices, and leave a legacy for their families in partnership with the conservation and sustainability community.

To be successful, the Development Officer will cultivate deep relationships with high-level partners across the food value chain, sharing the story of Farm Journal and Trust In Food, identifying needs in the conservation agriculture and sustainability communities where Farm Journal's data, research, communications and platform can add value and scale the adoption of voluntary conservation agriculture practices across U.S. farm country. Think of this role as a liaison between Farm Journal and all food system stakeholders with a desire to keep farm families on working lands for generations to come – being profitable, passionate stewards of land and water, and champions of conservation agriculture as integral to the way they do business. The successful candidate's job will be to cultivate the relationships between Farm Journal and the food supply chain to identify partnership opportunities and set the stage for strong, multi-year, win-win collaborations.

As part of this role, the Development Officer will take a leading role in the following conservation development activities, *with other duties as assigned*:

- Researching, analyzing, and planning new business growth opportunities
- Conducting competitive intelligence to position Trust In Food in the marketplace.
- Supporting effective internal communication and information management processes to ensure that Trust In Food staff members have access to business development information.
- Advancing new business opportunities from scouting for opportunities, scheduling phone calls and setting up in-person meetings to proposal submission.
- Supporting Trust In Food in identification of national funding partners including agribusinesses, commodity associations, academia, NGOs, government agencies, technology firms, food companies, food retailers, foodservice organizations and other stakeholders.
- Participating in field reconnaissance for new project opportunities and recruiting partners for collaborative grant and funding opportunities.

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- Negotiating Trust In Food's role on teams and collaborative partnerships to ensure a competitive position that adheres to organizational best practices, strategic direction and long-term financial and thought-leadership growth of the division.
- Contributing to proposal efforts as lead writer on strategic project opportunities or as contributing writer by coordinating submission of content.
- Providing business development services to guide or lead Trust In Food team members to analyze opportunities, prepare and review proposals, and conduct after-action reviews to ensure the timely submission of high-quality proposals.
- Contributing to the development and dissemination of standardized Trust In Food materials such as marketing resources, guidelines, tools and templates.
- Building our relationships across all of the supply chain in all 50 states.
- Supporting networking and relationship-building between Trust In Food and the food system.
- Assisting in organizing events and site visits between Trust In Food team members and local, state and national partners.
- Domestic travel: up to 50%.

Minimum Qualifications

These qualifications include, but are not limited to, the following:

- Immense passion for helping farmers, ranchers and growers – and leaving the environment in better shape than we found it
- Hungry for the subject matter and the work, tremendous humility with a can-do attitude and an always-on learner, smart and strategic (people-smart, proactive communicator, self-starter)
- BA/BS degree and 2-5 years of professional experience
- Ability to manage multiple complex projects under deadlines.

For more [information](#) or questions on any Farm Journal job postings, please contact:

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