



AGRARIAN TRUST

Development Director

We are focused on establishing localized farm by farm projects to create a national model that responds to the challenges of farmland ownership, tenure, and racial and economic equity. We need the right person to engage, cultivate, and raise relationships and capital needed to achieve this vision.

Expectations

The successful candidate will be comfortable with disruptive new ideas around capital, land, and the systems and structures that define them. To succeed in this role, you must also be comfortable with and excel at presenting to all donors and stakeholders to instill an understanding of new concepts in land ownership and the unique Agrarian Commons model.

This role is well-suited for someone who shares the principles above and also:

- Makes the invisible visible through storytelling, relationship building, and sharing the work
- Builds, tends and mends, and cultivates relationships, and is comfortable navigating inevitable conflict
- Collaborates with diverse partners to create grassroots-led programs
- Is comfortable and capable of attracting early adopters to a disruptive new model of farmland ownership and tenure
- Initiates projects and sees them through
- Brings their full self and maintains healthy work-life boundaries
- clear and frequent communications and the ability to give and receive feedback
- Thinks systemically, acts locally
- Has an intersectional analysis of social systems, especially those relevant to food, agriculture, and conservation
- Desires to upend the status quo and change the world through money moving, land, and relationships with a focus on land justice, social justice, and equity for humans and the earth
- Enjoys and excels in working remotely; self-directed; comfortable working inter-dependently with a dispersed team, and with personal motivation, passion, and creative persistence.

Position Description

- Cultivates relationships with foundations and individual and community donors and facilitates their support of Agrarian Trust and the Agrarian Commons

- Leads grant applications and management
- Cultivates relationships with investors and partner lending institutions and facilitates their investment in Agrarian Commons
- Leads Agrarian Commons fundraising campaigns in collaboration with the communications team, local Agrarian Commons, and the farm communities involved
- Collaborates with the communications team to build a community of support for AT and to plan and execute:
 - Annual and episodic fundraising events for organization
 - AT staff, board, advisor, and contributor culture and community of support
- Collaborates with Agrarian Commons, Commons Alliance, and specific organizational stakeholders to understand the work, needs, stories, and impact of each

Qualifications & Experience

5+ years experience in fundraising and development for aligned nonprofit(s) or start-up social venture(s), with demonstrated annual fundraising capacity of \$400,000+ and with interest and intent to expand that capacity with a specific development/procurement plan.

- Experience with public and private grants; cultivating relationships with foundations and high net worth individuals; crowdsourced fundraisers for capital; membership network cultivation; and community outreach, engagement, and fundraising
- Understanding and comfort with diverse capital (philanthropic and investment), real estate donations, bequests, corporate giving and sponsorships, DAFs, and PRI/MRI/and other foundation capital disbursement tools
- Knowledge of, or deep interest in, sustainable food production, land justice, and the work of land trusts and nonprofits in transforming industrial agriculture
- Ability to work with communications and operations staff who lead Little Green Light Data Management System and Mailchimp communications
- Experience leading or supporting project/campaign fundraising events of \$1,000,000 or more

Remote Work

AT staff live throughout the US and that means we can hire the best people for the work, no matter where they live. This also means that each staff member must embody proactive virtual communications across the team.

For those that hold the qualities and align with the above there is an opportunity to make this a career and grow from part-time (30 hours) to full-time employment (40 hours) after one year.

Pay range is dependent upon experience and is in the range of \$55,000 annually.

Benefits include:

- Self-directed independent schedule
- Flexible time off / family leave policy
- Ability to collaborate to develop an organization-wide investment / retirement plan
- Connection to and engagement with aligned individuals, communities, organizations, and networks

- Education, learning, and professional development opportunities

Agrarian Trust is in the process of practicing the relational culture internally that we support through our projects, developing processes around participatory governance, and new staff will have the opportunity to co-create agreements that define our mutual expectations and create safe and kind spaces. We encourage people of color, people from working class backgrounds, people with disabilities, women, transgender and gender nonconforming people to apply.

How to Apply

- Please submit a resume/CV and cover letter to office@agrariantrust.org
- If you have any questions please email office@agrariantrust.org
- Position is open until filled

[Agrarian Trust Bylaws](#)
[Agrarian Commons Structure](#)
[Mission](#)
[Principles](#)
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