



## **Business Development Manager**

Full-Time: \$55,000+

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### **Job Description**

Are you passionate about driving sales growth and nurturing valuable partnerships within the agriculture technology industry? Grand Farm is seeking a dynamic and result-oriented Business Development Manager to play a pivotal role in our mission to advance agriculture technology and deliver a world-class experience to our partners.

As the Business Development Manager, you will work closely with our partners to ensure they maximize the value of their Grand Farm Partnership. Your primary focus will be on building strong relationships, identifying sales opportunities, and coordinating with internal teams to meet and exceed partner expectations. This position requires exceptional communication, project management, and problem-solving skills.

### **Key Areas of Responsibility**

- Sales and Business Development: Design and renew sales proposals, and identify potential opportunities for upselling or cross-selling our products and services. Collaborate with the sales team to follow up on leads and convert prospects into partners.
- Partner Relationship Management: Build and maintain strong relationships with our partners, ensuring their satisfaction, addressing concerns promptly, and conducting customer satisfaction surveys. Act as the liaison between partners and the Ecosystem and Program Management Office.
- Project Management: Oversee and ensure the fulfillment of partner deliverables, coordinating with internal departments such as Marketing and Operations to meet partner expectations.
- CRM and Database Management: Maintain an accurate database of partner information in the customer relationship management (CRM) system.
- Events and Activities: Coordinate with partners on activities out at the Farm and assist with on-farm projects and Grand Farm events.
- Sales Support: Educate and inform clients about our products, services, and special offers. Provide support to the sales team by identifying and communicating potential opportunities.
- Marketing and Advertising: Support marketing and advertising campaigns, ensuring partners are informed about relevant initiatives.
- Continuous Improvement: Track Net Promoter Scores with partners and recommend ways to improve partner satisfaction and enhance the partnership experience.

### **Qualifications:**

- Strong interest or education in sales, business development, or account management
- Excellent computer skills, particularly with MS Office and CRM software.
- Experience with marketing and advertising campaigns.
- Strong organizational and time-management skills.
- Exceptional communication skills, with a proactive and problem-solving attitude.
- Bachelor's degree in Business Administration, Marketing, or a relevant field is preferred.
- High level of professionalism and interpersonal skills in face-to-face, phone, and email communications.



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- Comfortable working with minimal supervision and adaptable to fast-paced and dynamic environments.
- Availability to work occasional early mornings or late nights, depending on events.
- Interest in community development and the entrepreneurial ecosystem.

### Physical demands:

- Ability to continuously stand or walk during events
- Ability to bend, squat, climb stairs and lift occasionally
- Ability to lift up to 50 pounds occasionally
- These physical requirements must be met with or without accommodation
- Remote work capable
- Prolonged periods sitting at a desk and working on a computer

### Work environment:

- May occasionally work outdoors with temperatures above 100 degrees and below 32 degrees
- May occasionally walk on slippery or uneven surfaces
- May occasionally climb ladders and work off elevated surfaces
- Noise level in the work environment is frequently loud
- Ability to work outside normal business hours on occasion
- Ability to travel to stakeholder locations located in rural communities

### Availability:

- Available to work 38 - 40 hours per week
- Must be available to work some evenings and/or weekends depending on event schedules
- Must be able to work onsite and/or remotely, depending on the needs

### Benefits and Culture:

- Flexible work environment that allows the employee to work from varied environments and locations. Primary work location is Fargo, ND and Grand Farm's Innovation Campus (Casselton, ND)
- 401(k) Retirement program with 3% employer match.
- 80% coverage of employee HDHP health insurance premiums (not to include vision or dental)
- HSA Contribution
- Company provided Short Term & Long Term Disability Coverage
- Company provided Life Insurance - \$50,000
- 10 paid holidays (including your birthday) and paid holiday break.

### About Grand Farm

The Grand Farm Education and Research Initiative, powered by Emerging Prairie, capitalizes on the region's potential and expertise in the agriculture and technology industries. The Grand Farm Initiative will accelerate the research and innovation into technology which will be present on the farm of the future – impacting North Dakota, the United States, and the World by solving challenges in the agriculture industry and developing new opportunities.

The Grand Farm Initiative is designed to inspire collaboration among businesses, organizations, and researchers to develop the future farm, which we believe will solve issues critical to farmers worldwide.



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**Mission:** To empower technology to feed the world.

Emerging Prairie is proud to be an equal opportunity provider.

**To apply:** Please send both a cover letter and résumé to [williamsa@grandfarm.com](mailto:williamsa@grandfarm.com)