



Grand Farm Regional Assistant Director

Primary Work Locations: Fargo, ND | Casselton, ND

\$80,000+

Job Description

The Grand Farm Regional Assistant Director is tasked with establishing and leading Ecosystem Development, Sales Leads, and Engagement. This role requires strategic engagement with key stakeholders locally and across the Grand Farm network, including Government Entities, Educational Institutions, Startups, Researchers, Growers, and Industry Partners. The Assistant Director will play a pivotal role in developing programs to support and expand the Grand Farm ecosystem in alignment with its strategic direction. The Regional Assistant Director will also be responsible for developing partnership and project opportunities.

Key Areas of Responsibility

- Stakeholder Engagement: Actively engage with key stakeholders to cultivate and expand the Grand Farm ecosystem within the Agriculture and AgTech sector.
- Strategic Alignment: Coordinate and align with key stakeholders to ensure the achievement of strategic objectives for Grand Farm and its broader ecosystem.
- Team Leadership: Provide oversight to local Grand Farm team members, ensuring effective coordination of resources for the success of Grand Farm Programs and Projects.
- Resource Planning: Determine and communicate resource needs required to execute strategic goals; regularly report on progress and execution of these goals.
- Partnership Sales: Identify, develop and maintain partnerships to drive activity and engagement in the region.
- Project Facilitation: Work strategically with key stakeholders in the area to develop projects that contribute to the growth and development of the Grand Farm ecosystem.
- Facilitation in the Development of the Regional Agriculture Pain Point Report and other relevant reporting.



- Leadership of the Grand Farm Grower Advisory Board.
- Education Liaison with Education initiatives and institutions within the region.
- Formal engagement with additional grant objectives as assigned.

Qualifications

- Bachelor's or Master's degree in a relevant field (e.g., Agriculture, Business, Technology, Marketing), or equivalent experience.
- Proven experience in leadership roles, preferably in the agricultural or technology sectors.
- Strong understanding of Agricultural practices and trends.
- Strong understanding of AgTech trends and innovations.
- Excellent communication and interpersonal skills.
- Proven ability to build and maintain effective relationships with diverse stakeholders.
- Project management experience is highly desirable.

Physical Requirements

- Ability to continuously stand or walk during events
- Ability to perform physical tasks such as lifting, bending, and operating equipment.
- Comfortable working in various indoor and outdoor environments, including exposure to inclement weather conditions.
- Capable of occasionally lifting and carrying objects weighing up to 50 pounds.
- Engage in remote conversations on a daily basis via multiple telecommunication methods.
- These physical requirements must be met with or without accommodation.

Work Environment

- May occasionally walk on slippery or uneven surfaces.
- May occasionally climb ladders and work off elevated surfaces.
- May occasionally work outdoors with temperatures above 100 degrees and below 32 degrees.



- 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.
- 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 in Casselton, ND.

Benefits and Culture:

- Fast-paced and dynamic work environment
- Core values: Trust First, Learn Fast, Be Bold, Move Together, Be Scrappy, and Think Holistic.
- Flexible work schedule, with the possibility of occasional evening or weekend work to accommodate facility needs
- Primary work location is in Fargo, ND and our Innovation Campus in Casselton, ND
- Retirement program with employer match.
- 80% coverage of employee health insurance premiums (does not include vision or dental)
- Additional voluntary benefits offered through PRO Resources
- 10 paid holidays (including your birthday), and 128 hours PTO in the first year.

To apply: Candidates may submit a cover letter addressed to Kyle Whitcraft and resume to KyleW@grandfarm.com.

About Grand Farm

Grand Farm, powered by Emerging Prairie, is a network of growers, technologists, corporations, startups, educators, policymakers, and investors working together to solve problems in agriculture with applied technology. Grand Farm creates events, conferences, and workshops to accelerate problem-solving, and works directly with innovation teams to help them apply innovative thinking within their organizations and provide Field Management, Innovation-as-a-Service, and Centers of Excellence.

Grand Farm is proud to be an equal opportunity provider.