Job Description
Land For Good Field Agent

Land For Good (LFG) is a regional and national leader on issues of farmland access, land tenure, and farm transfer. Since 2004, Land For Good has been working to put more farmers more securely on land in New England, to support farm viability, increase farming opportunity, and keep farmland in farming.

LFG Field Agents educate, advise, and support farmers, landowners, farm service providers, and communities. They especially focus on providing technical assistance to farm seekers to acquire farms and improve land tenure security; to exiting farmers on farm succession and transfer planning; and to non-farming landowners (individuals and institutions) who want to make land available for farming.

Additionally, Field Agents work closely with partners in their area and the LFG team to expand the availability of farmland, enhance programming, build professional capacity, and advance policy change. Field Agents participate in organization-wide projects, such as developing educational materials, regional events, and team strategy. Field Agents are an integral part of LFG's fully-remote team dispersed across New England.

Land For Good strives for a society grounded in the principles of social and economic justice. We foster a diverse and inclusive workplace that honors the unique talents, perspectives, and lived experiences of each person. We will work with the right candidate who is energized about our work. Joining our team includes training, mentoring and support. Land For Good works proactively to integrate issues of equity and justice in our work, including our hiring.

Major Areas of Responsibility

1. Advise farmers, landowners, organizations, and communities: coach their planning processes; provide information and referrals; facilitate conversations/negotiations; review draft agreements; coordinate support of other professionals; assess soils and properties; write reports, etc. as needed for the case.

2. Adhere to LFG customer relationship management (CRM) systems and other intake, customer service, and data management and reporting procedures and protocols.

3. Develop and provide educational programming: organize and deliver workshops, presentations, and meetings to target audiences. Contribute to LFG educational materials.

4. Help develop, foster, and participate in state networks including state advisory groups, professional training, events, workgroups, and local and regional initiatives.

5. Conduct outreach about LFG programs and services: identify promotional opportunities; distribute LFG materials; represent LFG in meetings and events; recruit clients. Support program-related marketing, market research, and outreach strategy in their area.

6. Initiate, manage, or participate in educational, planning, and other projects including community-based initiatives, research, and advocacy.

7. Participate in staff professional development and organizational strategy, including planning, meetings, and other activities.

8. Assist with fund development: participate in grant prospecting, proposal development, donor cultivation, and other fundraising efforts as needed.

Priority Skills, Knowledge, and Abilities

1. Excellent interpersonal and networking skills. Ability to engage with people, convene and manage groups, and utilize coaching and facilitation skills in a variety of settings.

2. Successful team player with strengths in collaboration and communication skills.

3. Working knowledge of and/or passion for farming, farm businesses, farmland access, tenure, and transfer/succession issues. Formal or informal education in agriculture, land planning, or related fields is desirable.

4. Experience and skills in developing contracts and/or supporting client relationships.

5. Self-directed, well-organized; capable of developing and implementing an annual work plan.

6. Strong public speaking skills.

7. Proficient in Google applications and MS Office Suite (Word, Powerpoint, Excel); comfortable with cloud-based document sharing and collaboration programs. Ability to adopt CRM platforms. Additional computer skills are a plus.

8. Experience with the not-for-profit sector, and familiarity with the state in which they will be working are important.

9. Commitment to infusing equity and justice within your work.

Compensation

This is a part-time, hourly position with seasonal work fluctuations, averaging 20 hours per week. Starting wage is $22/hour, depending on qualifications. Compensation includes prorated paid time off

and employer contributions to a SIMPLE IRA. All direct work-related expenses are reimbursed. We actively support professional development. This is a grant and contract funded position, with potential opportunity for growth.

Location and schedule: This is a remote position that requires a computer and reliable internet connection. Candidates must be located in their service area. Access to a car for state and occasional regional travel is required.

Work schedule is flexible; performed typically over two or three regularly scheduled days per week. Some evening and weekend work will be required (e.g., field workshops, regional conferences, twice-yearly staff retreats).

TO APPLY: Please use our online [Application Form](#) to submit your resume.
If you are having challenges with this form, please reach out to employment@landforgood.org with the email subject: "Field Agent application".

Review of applications will begin February 10, 2025. The position will remain open until filled.

Equal Opportunity/Affirmative Action Employer

We have a clear vision: to be the place where a diverse mix of talented people do their best work to ensure the future of farming and food systems. Our organization runs on the hard work and dedication of our passionate and creative team – staff, board, consultants, and partners. Our vision and values are reflected in our employment-related decisions, including hiring practices. LFG actively encourages people who bring diverse backgrounds and perspectives to apply.

All qualified applicants will receive consideration for employment without regard to race, color, religion, gender, gender identity or expression, sexual orientation, national origin, genetics, disability, age, or veteran status.