

## Agribusiness Development Associate

Area One Farms works with Canadian farmers to expand their operations. Through joint ventures, we buy, improve and operate land across the country in partnership with top-tier producers. We are adding to our team, now to help our Farm Partners think through their own operations to increase efficiency, profitability, sustainability, and value-add operations. We are seeking a creative, curious, thoughtful, professional to help us better support our Farm Partners manage their extremely complex businesses, and build out value-add opportunities that will increase their profitability.

The ideal candidate needs technical depth in crop production, and an understanding of the financial risks and opportunities of farming. Having run a farm historically, or worked intimately with farmers with a focus on profitability of operations is critical to succeed at the role. The candidate needs strong communication skills, strong financial and analytical skills, and curiosity that allows them to help bring out what the full set of solutions may be to any single issue. The candidate needs to have a desire to see family farms thrive.

The specific work will include:

- Understanding the specific strategy of 12 - 24 Farm Partners;
- Engaging with the Farm Partners in understanding their labour, machinery, and supplier limitations, to build out and monitor operating plans that include both how to manage and what and when to purchase inputs and sell crops;
- Working with the Farm Partners and Area One Farms' executive to identify value-add opportunities that may work for individual Farm Partners or across Area One Farms' partners more generally;
- Advancing the value-add opportunities through diligent execution to bring three to five of them through testing phases and ultimately one to three of them into production.

The candidate needs 5 - 10 years of experience directly with producers, strong communication skills, and experience building out a business.

We look forward to meeting people who are as interested as we are in this opportunity.

Please respond to:

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