



Position Description

Job Title: Partner Success Manager
Location: Nashville, TN (Hybrid)
Start Date: March 1, 2023

Position Summary:

AgriCapture is a mission-driven company that certifies Climate-Friendly practices on farms, ranchlands and grasslands and quantifies associated emissions reductions, enabling producers to generate revenue for their sustainable management practices. By certifying agricultural products as Climate-Friendly and developing carbon credits, we serve corporations who are reducing and offsetting their GHG emissions while empowering consumers to consciously select Climate-Friendly products. We are seeking a Partner Success Manager to support and grow our relationships with farmers and supply chain partners.

As the Partner Success Manager, you will be working at the intersection of the business, technology, agronomy, and data teams to support client-facing initiatives such as business development, relationship management, and client retention. You will be responsible for being a first point of contact for partner issues or concerns and assist farmers and supply chain partners with information and tools to be successful in Climate-Friendly farming, identity preservation, and post-harvest logistics. This will be a dynamic, fast-paced position providing a unique opportunity to be a part of a growing company that is poised to have a positive environmental impact.

Objectives of the Role

- Assist farmers with enrollment and communicate process and requirements of the AgriCapture Climate-Friendly Rice Standard
- Conduct mid-season check-ins with farmers to ensure Climate-Friendly practices are being maintained on-farm and that required documentation is provided to AgriCapture
- Advocate to industry stakeholders the AgriCapture model and build partnerships with farmers, supply chain partners, scientific experts, and rice buyers
- Support post-harvest logistics and sales and marketing teams by being boots on the ground
- Report on farmer feedback and supply chain partner feedback for ways to improve Climate-Friendly Standards, improve agronomic guidance, and improve data collection and management

Responsibilities

- Develop relationships via in person meetings with each farmer enrolled in the Climate-Friendly Rice program
- Effectively communicate the AgriCapture business model and to farmers
- Enroll additional farmers and project acres in the Climate-Friendly program
- Assist team to secure pre-season contracts with farmers
- Conduct mid-season check ins with each farmer to ensure farmer success and adherence to Climate-Friendly management practices
- Assist data team in collecting farm maps and fertilizer application records from farmers
- Provide oversight to third party vendors for on-farm activities such as soil sampling and site-visit verification and serve as a point of contact to ensure vendors are executing against agreed upon terms and timelines
- Manage Climate-Friendly Rice production risks by identifying potential issues in on-farm practices and identity preservation and supply chain logistics

- Support the farmer and mill onboarding process by providing guidance on requirements, practice implementation, and economic benefits
- Identify resource gaps in the field data and agronomic teams and work with HR to hire additional resources to support the Climate-Friendly Program
- Report weekly on progress and outcomes to senior management
- Identify future business development opportunities engaging farmers and landowners for enrollment in the rice, cotton, and beef sectors

Skills and Qualifications

- Bachelor's degree in environmental studies, crop science, agronomy, carbon science, or similar field
- 2-5 years of experience farming or crop advisory
- Experience and knowledge working in the Mississippi River Delta region
- Ability to effectively communicate between business and technology teams, translating technical solutions and GHG science to farmers, landowner, and supply chain partners
- Strong interpersonal skills and relationship management skills
- Strong managerial experience overseeing cross-functional teams
- Proven ability and willingness to work in a fast-paced and evolving environment
- Ability to travel 30% of the time to the northeast Arkansas region

Benefits

- 100% of employee medical premiums company paid
- Employer HSA contribution
- Coverage for Dental, Vision, Disability, and Life Insurance
- Identity Theft and Prepaid Legal coverage options available
- Competitive Pay
- Time away: Flexible PTO and paid holidays
- 401k with company match
- Allowance for office equipment
- Monthly happy hours
- Weekly lunch catering
- Office snacks and drinks

AgriCapture is committed to creating a diverse environment and is proud to be an equal-opportunity employer. AgriCapture recruits, employs, trains, compensates, and promotes regardless of race, color, religion, gender, gender identity or expression, sexual orientation, national origin, genetics, disability, age, or veteran status.

Please send a **cover letter and resume** to admin@agricapture.com.