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Position Announcement: **New York Agriculture Projects Manager**

About the Alliance:

The Alliance for the Chesapeake Bay (Alliance) is a regional nonprofit organization whose vision is clean streams and rivers flowing through resilient landscapes, cared for by the people who live, work, and play in the Chesapeake Bay watershed; and whose mission is to bring together communities, companies, and conservationists to improve our lands and waters. The Alliance was founded in 1971 and has offices in Annapolis, MD, Lancaster, PA, Washington, D.C., and Richmond, VA.

Job Description:

The New York Agriculture Projects Manager is a fast-paced full-time position that will work on agriculture conservation, water quality improvement, and climate smart practices. The Manager will be a dynamic and charismatic leader with strong interpersonal skills, capable of confidently steering projects and can take decisive actions. This position will engage directly with local conservation organizations (Soil and Water Conservation Districts, NRCS), corporate partners, technical service providers, and farmers. In addition, this position will provide strategic support for the Alliance's broader Agriculture Program efforts.

Substantial fieldwork is necessary, and, thus, field-savviness is integral to this position. The Manager is a remote-based position located in the Finger Lakes region (ideally Ithaca) or in the Southern Tier part of the state. The position will also supervise a new NY Agriculture Projects Associate position, to be hired in fall 2026. That position will provide direct support to the specific duties defined below.

Specific Duties of the Position:

- Lead the planning and implementation of agriculture BMPs on farms in the Finger Lakes, Southern Central New York, Western New York, and Northern Pennsylvania.
 - Independently conduct farmer outreach within Alliance-corporate partnership frameworks.
 - Be the primary point of contact for a rolling portfolio of 25-30 concurrently running farm projects.
 - Provide direct on-site farm support as needed, variable from week to week.
 - Build and maintain relationships with farmers, partner organizations, technical service providers, contractors, and federal and state agencies (Soil and Water Conservation Districts, NRCS). Lead collaborative teams in addressing obstacles to lead to successful outcomes.
 - Oversees components of grant budgets and reporting, including payments, invoices, procurement and contracting, reimbursements, reporting on associated projects, and other similar tasks.
- Support the Alliance's overall Agriculture Program strategic efforts:
 - Provide direct supervision to team members, fostering a positive and productive work environment.
 - Pursue funding that enables the Alliance to meet its Strategic Goals through the Agriculture Program. Includes leading and collaborating in multiple, varied, successful grant proposals.
 - Participate in Alliance strategic planning efforts, internal teams as assigned.
 - Support external facing communications efforts to engage the Alliance's diverse audiences.
- Provide event support, meeting coordination, and other administrative assistance as appropriate.

Qualifications & Experience:

- Bachelor's degree in agricultural science, natural resources management, biology, environmental science, or other relevant field. A Master's degree may be substituted for 1 year

of experience. Candidates with alternative education, but with extensive relevant professional experience, will also be considered.

- 4+ years relevant professional (which may include internships) related to the tasks of this position. Professional experience directly in the relevant geographic area is strongly preferred.
- Experience providing direct oversight or supervision in the professional setting.
- Experience successfully working with farmers or landowners in agricultural conservation. Working technical knowledge of agricultural BMPs.
- Knowledge of additional conservation practices which provide benefits to water quality, biodiversity, and greenhouse gas emission reductions is a plus.
- Excellent communications skills, internally as part of a team and also with external audiences.
- Great time management skills, including the ability to effectively prioritize tasks and manage 25 - 30 farm projects concurrently.
- Confident and compelling communication style with the ability to lead teams
- Independent problem-solver, objective decision maker. Comfortable working remotely.

Supervision: The Manager reports directly to the Senior Agriculture Projects Manager

Hours and Location: The NY Agriculture Projects Manager is a remote-based position located in the Finger Lakes region (ideally Ithaca) or in the South Central part of the state. This position requires travel, primarily to sites across the Finger Lakes, South Central NY, Western NY, and Northern PA, but occasionally to other parts of the Chesapeake Bay watershed, including to the Alliance's Lancaster, PA Office. Some night and weekend work is required. The position is full-time (40 hours per week).

Salary & Benefits: \$58,000 - \$65,500, commensurate with experience. Competitive benefits include: health, dental, and vision insurance, 403b retirement fund, life insurance, professional development opportunities, vacation, sick, and holiday and other leave, and more.

Application: The information listed below should be emailed to Careers@allianceforthebay.org no later than May 10th, 2026. Indicate "New York Agriculture Projects Manager" in the email subject line. No telephone inquiries please.

- Your resume
- A written response (2 pages total, max) to the following prompts:
 1. What excites you most about this position?
 2. What is your experience working in the field of Agriculture, specifically in NY? *If you have not worked in NY, please describe why you believe your professional agriculture experience is transferable to this particular region.*
 3. Describe your comfort level with working predominantly independently and in a remote office setting.
- A list of 3 professional references.