



Job Posting: State Director
2020 Farmers Cooperative

Position: State Director

Location: Remote (State Directors must reside in the state they oversee. Travel throughout the state may be required.)

Type: Contractual

Salary: Based on Experience

About Us:

The 2020 Farmers Cooperative, a 501(c)(3) entity founded in Virginia in 2020, represents socially disadvantaged agricultural producers. Our mission is to empower farming communities through collective bargaining, providing access to resources, competitive pricing, and marketing opportunities. Our services include agricultural training, advocacy, youth programs, property acquisition strategy, and data management for Black and small-scale farmers.

Position Overview:

As a State Director, you will lead cooperative development initiatives in your state, working collaboratively with administration and members. You'll focus on resource identification, development opportunities, and strategic partnerships to enhance the cooperative's impact.

Key Responsibilities:

- Coordinate cooperative development activities, including collaboration, licensing, and certifications.
- Conduct due diligence and competitive analysis; support farmer recruitment and information sourcing.
- Prepare development documents, conduct member surveys, and deliver impactful presentations.
- Foster farmer-customer relationships and advocate for their needs.
- Build strategic partnerships and collaborate with other State Directors to standardize practices.
- Provide guidance on financial and organizational resource allocation.
- Support B2B, B2C, and P2P marketing initiatives.

Qualifications and Skills:

- Bachelor's degree in Agriculture or Business preferred. 8+ years of agricultural experience, or equivalent will be considered.
- Proven experience in agricultural certification, licensing, or related negotiations.



- Strong relationship-building, communication, and presentation skills.
- Familiarity with technology tools (Microsoft Office, QuickBooks, Monday.com, Google Workspace).
- Membership in the 2020 Farmers Cooperative is an asset.

How to Apply:

Send your resume and cover letter detailing your experience and interest to **info@2020FarmersCo-OP.com**. For inquiries, call **434-234-4508**.

Join us in driving agricultural innovation and empowering farming communities across the state!