



Partner Engagement Manager

[CalCAN](#) is hiring a Partner Engagement Manager to join our team. In this role, you will engage our network of farmers, ranchers, agricultural service providers, scientists, and other partners in advocating for agricultural solutions to climate change. You will organize in-district meetings, farm tours, and events to educate legislators. You will co-develop communications tools with our Communications Manager to elevate the stories and successes of our network.

You are an agriculture enthusiast who can build relationships with people with diverse perspectives and mobilize them to take action. You have a passion for organizing and advocacy. You share our vision for an agricultural system that is climate-beneficial, resilient, and thriving for small, mid-scale, and historically underserved producers.

Location and Working Conditions:

- You can work remotely with the ability to travel to Sacramento several times per year or work out of CalCAN's Sacramento office.
- You will regularly travel throughout the state to visit partners and attend meetings, conferences, farm tours, and advocacy events (10-20% of time). This includes occasional evening and weekend events.

Annual Salary: \$75,000-95,000, commensurate with experience and expertise.

Benefits: CalCAN provides a full benefits package (health, dental, vision) and 4 weeks of paid vacation plus 15 paid holidays. We provide professional development opportunities because we strive to be a learning organization.

Deadline: Applications will be considered on a rolling basis until the position is filled. Interviews start the week of October 2, 2023.

Responsibilities:

Partner Engagement:

- Cultivate new and existing relationships with farmers, ranchers, agricultural service providers, local nonprofits, and community leaders in priority legislative districts
- Mobilize CalCAN's network of partners to influence policies, policymakers, and programs through meetings with legislators, legislative testimony, public comments, letters, and media work
- Participate in and facilitate external coalitions and strategic partnerships
- Gather and summarize input from partners to inform CalCAN's advocacy, policy priorities, and strategic plans
- Provide advocacy training and support for partners
- Manage our database of CalCAN's current and prospective partners
- Represent CalCAN at conferences and other events to learn about challenges and innovations in agricultural climate solutions, identify potential partners, and educate partners about relevant policies and programs

Strategic Communication and Storytelling:

- Use a variety of media (e.g., farmer profiles, blogs, videos) to amplify CalCAN partners' voices, stories, and successes, in close collaboration with CalCAN's Communication Manager
- Provide written and verbal summaries of partner engagement activities (e.g., in the CalCAN newsletter, in grant proposals and reports, and to our coalition members)

Event Planning and Management:

- Organize events (e.g., farm tours, listening sessions, in-district meetings), including scheduling, ordering food, drafting agendas and talking points, and preparing participants
- Support event planning for lobby days and CalCAN's biennial Climate and Agriculture Summit, including recruiting speakers and participants, arranging logistics, and managing volunteers

Desired Qualifications:

- Experience leading campaign organizing and strategy development
- Experience using communications tools for advocacy
- Ability to develop trust and relationships with people with diverse perspectives, political views, and identities
- Ability to take initiative, develop new partnerships, manage multiple projects, and follow-through on commitments
- Ability to work in an environment where priorities may shift quickly due to changing conditions
- Commitment to CalCAN's [vision and guiding principles](#)

How to Apply:

Upload your resume and a cover letter in a single PDF using our [Partner Engagement Manager application form](#). The form requires sign-in to a google account; if you are unable to access the application form, email your resume and a cover letter in a single PDF to brian@calclimateag.org with the subject line: "Partner Engagement Manager application - [Your Name]."

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About CalCAN

CalCAN is a statewide coalition that advances state and federal policy to catalyze the powerful climate solutions offered by sustainable and organic agriculture. We envision a California agriculture system that is resilient and is a sink for greenhouse gases, not a source, and that supports wildlife habitat and biological diversity. We believe that the people who grow our food must have safe working conditions, and agricultural communities must have clean water and air, access to healthy food, and thriving rural economies. Since our founding in 2009, we have been California's most consistent advocate focused on advancing policies that support farmers and ranchers to use practices that have climate and many other environmental and health benefits.

CalCAN is an equal opportunity employer and encourages applications from groups that have been historically under-represented in agriculture. We make hiring decisions without regard to gender, race, color, religion, sex, sexual orientation, marital status, national origin, age, veteran status, disability, or any other protected class.