

SUMMER INTERN – FARMER RELATIONS

Iroquois Valley Farmland REIT is transforming our agricultural system for the health of people, communities, and our planet within a generation. As a certified B Corp and public benefit corporation, we work with impact-driven investors to provide long-term financing to organic, regenerative and transitioning farmers across the United States. Our farmers are in 20 states, farm across 36,000 diversified acres, and grow row crops, raise cattle, mill wheat, and more. Want to learn more about our farmers and the impact you will have by joining our team? [Check out our story here!](#)

TO APPLY: Send a resume and cover letter, including “*Summer Intern – Farmer Relations*” in the subject line, explaining your interest and experience to recruiting@iroquoisvalleyfarms.com. Applications without a cover letter will not be considered.

Intern Position: Iroquois Valley is seeking a Farmer Relations Summer Intern for rising juniors and seniors. This fully remote position will report to the Senior Relationship Manager, Farmer Relations.

Program Dates: Summer Internship Program dates will run from June 9, 2025 to August 1, 2025.

Hourly Rate and Hours Worked: \$20 per hour; minimum 24 hours per week to maximum 36 hours per week; intern must be available for most of the program's duration

Project Overview

Farmer Success Metrics and Values Alignment: Analyze farmer success metrics and align them with the primary value drivers identified through surveys, supporting data-driven decision-making and advancing organizational impact goals.

Key Responsibilities

- Compile and analyze data from the Farmer Value Drivers Survey to identify trends and insights.
- Cross-reference survey findings with organization's goals and impact pillars (e.g., soil health, biodiversity).
- Develop criteria for evaluating farmer success metrics and propose refinements to underwriting and intake processes.
- Create a decision-making framework to guide organization and strategic discussions.
- Prepare a report summarizing findings and actionable recommendations.
- Other duties as assigned as time allows.

Expected Deliverables

- *Farmer Success Metrics Report:* Detailed findings from the survey analysis and recommendations for aligning farmer value drivers with success metrics.
- *Decision-Making Framework:* A structured tool to guide discussions and decision-making processes.
- *Presentation:* A concise slide deck summarizing findings for stakeholders.

Success Metrics

- Quality and clarity of the Farmer Success Metrics Report.
- Relevance and practicality of the decision-making framework.
- Timely completion of all deliverables and stakeholder satisfaction.

Skills Development

- Enhanced data analysis and visualization skills.
- Strategic framework design for decision-making.
- Understanding of organic farming impact metrics and value driver analysis.
- Training sessions on the organization's goals, underwriting processes, and six impact pillars. Opportunities to observe organization discussions and stakeholder meetings.
- Interns may have the opportunity to pitch ideas for future surveys or tools to improve farmer relationships.
- Systems training such as data analysis software, internal CRM, Google drive, excel.

Qualifications for Success in this Role (aka skill, major or experience requirements)

- Preferred Degree: Pursuing a bachelor's degree in Agricultural Economics, Business or Environmental Studies.
- Strong data analysis skills (Excel, Tableau, or similar tools).
- Experience with survey data analysis and reporting.
- Ability to synthesize complex data into actionable insights.
- Strong written and verbal communication skills.
- Knowledge or interest in sustainable agriculture, organic farming, or impact investing (preferred).
- Experience with CRM systems and data visualization tools (preferred).

Travel

No travel required.

Equal Employment Opportunities and Diversity, Equity, and Inclusion

At Iroquois Valley, diversity drives innovation. We are committed to building an inclusive organization that reflects the communities we serve. We encourage candidates from all backgrounds to apply. We are an equal opportunity employer, providing equal consideration without regard to race, color, religion, sex, gender identity, sexual orientation, national origin, age, disability, veteran status, or marital status. We support workplace accessibility and are open to reasonable accommodation requests.