



Director of Market Engagement

OPPORTUNITY TO JOIN A LEADER IN SUSTAINABILITY – GROWING A HEALTHIER FUTURE AND ADVANCING AGRICULTURE FROM THE GROUND UP

Leading Harvest, the industry leader driving innovation in sustainable agriculture, offers a certification for sustainability across all crops and regions in the US and globally. We are recruiting a **Director of Market Engagement** to join our dynamic team and work closely with the President and CEO to drive outreach and relationship cultivation across food, apparel, and agribusiness supply chain companies and institutional investors. This is a remote role and may be performed from any U.S. state. The position requires travel approximately 10–12 times per year.

About Leading Harvest

Leading Harvest (www.leadingharvest.org) accelerates sustainable agriculture through independent, third-party audited standards and outcomes-based collaborations. Since our founding in 2020, we've expanded globally to certify over 3,200,000 acres across 100 different crop types in the U.S., Australia, and Canada.

Our work is supported by major partners including Nestlé USA, PSP Investments, Manulife, and John Deere. These partnerships demonstrate our ability to bring together diverse stakeholders across the agricultural landscape.

Our Board of Directors includes recognized leaders from across the agriculture community and beyond, bringing diverse expertise, perspectives, and networks that reflect the full breadth of stakeholders driving sustainable agriculture forward—from farmers and retailers to NGOs, investors, and global partners.

Position Overview

Reporting directly to the President and CEO, the **Director of Market Engagement** will serve as a primary driver of Leading Harvest's outreach and relationship cultivation across two interconnected audiences: food and agribusiness supply chain companies, and institutional investors and asset managers. This is a highly collaborative role designed to amplify Leading Harvest's presence in the market in partnership with the CEO—orchestrating engagement activities, managing relationship pipelines, and creating the conditions for high-value conversations and partnerships.

The ideal candidate is as comfortable preparing a CEO briefing memo before an investor meeting as they are leading an introductory call with a prospective food company partner. They are proactive, strategic, and attuned to when to act independently and when to bring in leadership. They thrive in collaborative environments, take pride in enabling outcomes rather than simply driving their own, and understand that in an organization of this size, the best results come from working in close concert with the CEO and cross-functional team.

Key Responsibilities:

Supply Chain Engagement

- Lead outreach and engagement with food companies, agribusinesses, and supply chain partners to introduce, position, and advance adoption of Leading Harvest certification across their supplier networks.
- Develop and maintain a pipeline of prospective supply chain partners, tracking relationship status, key contacts, and next steps with a high degree of organizational discipline.
- Collaborate closely with the CEO on supply chain business development strategy, preparing materials for meetings, managing follow-ups, and ensuring continuity of relationships across the full engagement lifecycle.
- Own recruitment of participants for multi-stakeholder supply chain initiatives, working in close coordination with the Director of Strategic Programs to ensure seamless handoff from business development into account management and program delivery.

- Represent Leading Harvest at industry conferences, events, and forums relevant to food system sustainability, supply chain transparency, and agricultural certification.

Investor and Asset Manager Engagement

- In close coordination with the CEO, lead engagement with institutional investors, asset managers, and farmland capital partners by preparing briefing materials, tracking relationship status, and managing follow-up communications.
- Conduct research and prepare strategic context for investor meetings, ensuring the CEO is positioned to engage at the highest level of relevance and specificity.
- Maintain ongoing engagement with investor contacts between high-touch CEO touchpoints, serving as a knowledgeable and credible point of contact for Leading Harvest.
- Contribute to the development of materials and narratives tailored to capital market audiences, including ESG data frameworks, nature and biodiversity investment themes, and agricultural risk assessment.

Relationship Management and Pipeline Coordination

- Maintain a comprehensive view of Leading Harvest's full business development pipeline across supply chain and investor audiences, identifying gaps, priorities, and opportunities for the CEO's attention.
- Develop systems and practices for relationship tracking, ensuring nothing falls through the cracks across a broad and growing network of stakeholders.
- Coordinate across internal teams—including Programs, Standards, and Operations—to align market engagement activities with organizational priorities and capacity.
- Draft and refine external communications including outreach emails, meeting follow-ups, proposals, and partnership correspondence on behalf of or in support of the organization.

Candidate Profile

The **Director of Market Engagement** will be a self-starter who brings a strategic mindset, strong relationship instincts, and the operational discipline to manage a complex and growing stakeholder portfolio. They will be equally comfortable working behind the scenes to enable the CEO's effectiveness and stepping forward as a credible, knowledgeable representative of Leading Harvest with external partners.

Experience and Skills:

- BS/BA minimum, with an advanced degree in a related field preferred.
- Minimum 10–15 years of relevant work experience in business development, market engagement, investor relations, or partnership management, ideally within the food, agriculture, sustainability, or investment sectors.
- Deep understanding of agricultural supply chains, food system sustainability, and/or ESG and impact investing frameworks.
- Proven ability to build and manage multi-stakeholder relationship pipelines with a high degree of organizational discipline.
- CRM proficiency (HubSpot preferred) and demonstrated ability to manage and maintain complex relationship pipelines with a high degree of organizational discipline.
- Experience supporting or working closely with senior executives in a strategic enablement capacity.
- Strong written communication skills, including the ability to draft polished external correspondence, briefing documents, and partnership materials.
- Willingness and ability to travel 10–12 times per year.

Personal Characteristics:

- Organized, proactive, and detail oriented.
- Comfortable flexing between tactical execution and strategic thinking.
- Strong relationship builder with a collaborative mindset.
- Professional, thoughtful communicator who presents well internally and externally.
- Adaptable and energized by working in a dynamic, growing organization.

Leading Harvest is committed to pay transparency, the salary range for this position is \$165,000 – \$175,000 annually, commensurate with experience and qualifications, with eligibility for a performance-based bonus. We offer a competitive benefits package that includes health insurance, retirement contributions, paid time off, and flexible work arrangements.

To apply, please visit our [Careers page](#) to submit your application. Applications will be reviewed on a rolling basis.