Job Posting: Food and Farm Business Coach and Trainer  
Organization: Business Impact NW

About Us:  
Business Impact NW is one of the leading non-profit community development financial and business assistance organizations in the Pacific Northwest. The mission of BIN is to promote the economic development of marginalized communities by offering access to capital, training and support to grow small businesses throughout Washington and Oregon. For more information about BIN’s history, mission and programs for women, minorities and veteran business owners, please see our website: www.businessimpactnw.org.

The Food Business Resource Center - FBRC - at Business Impact NW is a one-stop-shop for Washington State food entrepreneurs to access skills, resources, networks, and marketplace opportunities needed to start, run, and grow a successful food-related business. The Food Business Resource Center is proud to work with many partner organizations, including farmers groups, kitchen incubators, regional food system initiatives, public agencies, eaters, and other businesses throughout Washington State to bring together our robust network.

What it's Like to Work for Business Impact NW:  
Business Impact NW works hard to serve our clients while maintaining a healthy work-life balance and positive team-oriented atmosphere. Our strategic framework revolves around building trusted relationships, providing equal opportunity, valuing contributions, community impact, and financial stability. Our team consists of 20-24 employees, plus a corps of contractors, as well as an engaged Board of Directors.

Position Summary:  
The Food and Farm Business Coach & Trainer is responsible for assisting the Food Business Resource Center Program Director to develop, coordinate, and deliver food and farm business training and provide direct one-on-one business coaching and advising to low-to-moderate income (LMI) food and farm entrepreneurs. Coaching and training may be on any of the following topics: financial management, assisting in marketing strategy, developing online sales plan, navigating financing options, preparing loan packages, and other critical running topics successful food and farm business in the current business environment. The Food and Farm Coach & Trainer is also the expert navigator in the food and farm ecosystem, ensuring business owners connect with critical resources such as incubator kitchens, land access programs, public health agencies, market opportunities, etc. Outreach and relationship-building to partner resources are vital to the success of this position. The position may also assist the program director reporting, coordinating, and other tasks to achieve the objectives of Food Business Resource Center.

Principle Duties and Responsibilities:
- Develop, revise, coordinate, and deliver training online and in-person (when allowed) on various food and farm business topics.
- Assist food and farm business through one-on-one advising in the topics of financing, marketing, business development, and resource navigation
- Outreach and relationship building throughout the region with other food and farm assistance program.
- Database entry of training and client interaction to meet grant requirements and some data reporting as assigned
- Assisting the Food Business Resource Program Director as needed
Qualifications:
- BA in Business, Accounting, Entrepreneurship, or other related field preferred
- A minimum of 2 years experience in small business owners either owning or working for a small business, banking, economic development, or community development preferred
- Experience working with or in food and farm businesses
- Experience working with diverse populations, including women, people of color, immigrants and refugees, or disadvantaged business owners.
- Fluency in Spanish highly desired
- Excellent oral and written communication skills
- Willingness to embrace and learn new technology as needed
- Excellent trainer and presenter
- Comfortable with a wide range of business concept including financial analysis, marketing, and business development
- Confidence meeting with clients
- Excellent multi-tasking, organization, and prioritization skills
- Self-starter, self-directed, and resourceful, able to work independently with minimal supervision, and able to handle a high level of responsibility
- Must be a resident of Washington State

Schedule & Location:
- 40 hours per week, 8:30am-5pm
- 1437 S Jackson Street, Seattle WA 98144
- Working mostly or semi-remotely can be accommodated (even after COVID restriction are lifted)
- Some travel within the state likely but dependent on COVID guidelines

Compensation Package:
Salary of $50,000 Full Time.
This grant position is funded through September 2021.
Continuation of the position beyond September 2021 will depend on additional funding.

Generous benefits include:
- 100% paid employee medical, dental and vision plans
- Paid holidays, including all federal holidays and the week between Christmas and New Years
- Paid vacation time off
- Paid sick days
- 403b retirement account available
- Professional development allowance
- Commuter benefits
- Adoption assistance
- Health Savings Account
- Voluntary supplemental medical benefits: Disability, Life, and Personal Accident insurance
- Flextime
- A great workplace culture

Priority Application Due Date: Friday October 9th
To apply please submit resume at jobs@businessimpactnw.org or visit our listing on Indeed.com or Goodfoodjobs.com

Position open until filled. All candidates are subject to a background check.

*Business Impact NW is committed to creating a diverse environment and is proud to be an equal opportunity employer. All qualified applicants will receive consideration for employment without regard to race, color, religion, gender, gender identity or expression, sexual orientation, national origin, genetics, disability, age, or veteran status.*