



Job Posting: Food and Farm Business Coach & 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.

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 45-55 employees, plus a corps of contractors, as well as an engaged Board of Directors.

The Food Business Resource Center - FBRC - at Business Impact NW is a one-stop-shop for Washington and Oregon 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 the region to bring together our robust network.

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 plans, navigating financing options, preparing loan packages, and other critical topics for running successful food and farm businesses in the current 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 with partner organizations and resources are vital to the success of this position. The position may also assist the program director with reporting, coordinating, and other tasks to achieve the objectives of Food Business Resource Center.

Principle Duties and Responsibilities:

- Connect food and farm businesses to internal on-demand and in-person training programs in topics such as financing, marketing, business development, and e-commerce to support business growth while complementing that training with one-on-one advising
- Assist food and farm businesses with accessing and connecting to external resources and partners in the local food ecosystem to support business growth
- Outreach and relationship building throughout the region with other food and farm assistance programs and groups
- Assisting the Food Business Resource Program Director as needed



Qualifications:

- A minimum of 2 years of experience in small business either owning or being responsible for key strategic and management decisions for a small business, banking, economic development, or community development organization preferred (or equivalent formal educational experience)
- Comfortable with a wide range of business concepts including financial analysis, marketing, and business development
- Experience working with or in food and farm businesses or within support organizations that serve 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
- Effective communication and relationship-building 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 or Oregon State

Schedule & Location:

- 40 hours per week, 8:30am-5pm
- Remote Position (options for shared/co-working desk space possible depending on location)
- Occasional travel within the WA/OR region for networking, events, and training may be necessary

Compensation Package:

Salary of \$55,000 Full Time Annual

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: June 24, 2021

Preferred Start Date: As soon as available

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.