



## **JOB OPPORTUNITY--EXECUTIVE DIRECTOR, YOLO LAND TRUST**

### **Organization Overview**

The Yolo Land Trust (YLT) has a simple and vital mission: to permanently conserve productive farmland in Yolo County. For over 30 years, the Yolo Land Trust has helped landowners conserve their family farms through the use of conservation easements. The Yolo Land Trust is comprised of an active Board of Directors that meets monthly and three staff (Executive Director, Land Stewardship Director, and Development and Communications Coordinator). Multiple board committees meet regularly to oversee our conservation portfolio, propose new conservation easement transactions, manage financial holdings, oversee farm operations, develop outreach and development activities, and establish board governance and succession.

### **The Position**

**Job Title:** Executive Director  
**Position:** Full-Time, Exempt  
**Reports To:** Board of Directors  
**Location:** YLT office, Woodland, California

### **Description of Job**

The Yolo Land Trust Executive Director provides leadership toward the development and fulfillment of the Yolo Land Trust's mission of conserving farmland in Yolo County through the implementation of YLT's strategic plan and the achievement of annual goals and objectives set by the Board of Directors. The successful candidate will lead and manage all functions of the organization including financial oversight, budget development and management, conservation easement transactions, stewardship of the conservation portfolio (including the YLT-owned farm), donor stewardship and development, and external communications.

#### **Priorities and Responsibilities:**

- Ensure that YLT's mission is at the core of all activities.
- Build on YLT's past successes to expand YLT's presence and conservation portfolio in Yolo County.
- Collaborate with the Board to set annual goals and objectives for the organization.
- Oversee the stewardship of YLT's conservation portfolio, including a 600-acre farm owned by YLT and leased to local growers.
- Ensure the organization's mission and services are consistently portrayed with an aligned, strong, positive image to relevant constituents and the broader public.
- Establish trust and strong relationships with the ag community, donors, community

leaders, Board, staff, and local, state, and federal agencies.

### **Desired Qualifications**

Demonstrated interest in, and commitment to, YLT's mission of conserving Yolo County farmland.

Experience in land conservation transactions, knowledge of conservation easements, and familiarity with agricultural property management.

Understanding of agriculture, the agricultural community, and current issues facing agriculture.

Ability to speak, listen, and write in a clear, compelling, thorough, and timely manner using appropriate and effective communication tools and techniques. This includes making presentations to large and small groups, often on short notice or on the spur of the moment.

Ability to develop and maintain positive, open working relationships with staff, landowners, local, state and federal government representatives, nonprofit organizations, and the private sector to further the mission of YLT.

Ability to maintain and portray YLT's neutral position on land use matters and other divisive issues.

Ability to foster teamwork. Ability to create a positive, nurturing work environment for the YLT staff, and demonstrate management experience and success.

Strong, self-directed work ethic with unquestionable professionalism, honesty, and integrity, including the ability to properly handle confidential information.

Willingness to work regularly in the YLT office in Woodland to maintain an active presence within the community and to be a hands-on manager of the organization.

Bachelor's degree is required (although candidates with equivalent professional work experience will be considered). Advanced degree preferred, ideally in a related field. Legal background is a plus.

### **Compensation & Benefits**

Compensation and benefits are negotiable and dependent upon experience.

### **Application Process**

Please submit a Cover Letter, Resume, and list three (3) References. The cover letter should include why you are interested in this job, and how you can assist and enhance the work of YLT.

Email application as one (1) PDF document not to exceed four (4) pages to: [careers@theyololandtrust.org](mailto:careers@theyololandtrust.org).

Applications are due Monday, July 18, 2022, by 5:00 PM PDT

For more information about YLT, visit our web site at [www.theyololandtrust.org](http://www.theyololandtrust.org).