



Emerging Prairie Ecosystem Partnership Manager

Job Summary

Are you passionate about driving sales growth and nurturing valuable partnerships within the agriculture technology industry? Emerging Prairie is seeking a dynamic and result-oriented Ecosystem Partnership Manager to play a pivotal role in our mission to advance agriculture technology and deliver a world-class experience to our partners.

As the Ecosystem Partnership Manager, you will work closely with the Ecosystem Director, Emerging Prairie Divisions, and Grand Farm leadership team to develop partnership and funding strategies. Your role will focus on building and maintaining relationships, developing partnership agreements, driving partner strategy, maintaining an integrated sales process, and working with support functions to create a successful inbound/outbound sales strategy and ensuring partner satisfaction. This position requires exceptional communication, negotiation, and strategic planning skills.

Key Areas of Responsibility

- **Partnership and Funding Strategy**
Collaborate with the Ecosystem Director and leadership team to develop and implement strategic partnership and funding plans that align with Grand Farm, Startup Programing and Emerging Digital Academy objectives, focusing on securing large-scale, long-term partnerships.
- **Target Partner Identification**
Research and identify key potential partners across various market segments, including corporations, startups, government agencies, educational institutions, and nonprofits, ensuring alignment with our ecosystems.
- **Customizing Partnership Proposals**
Develop and tailor partnership proposals to meet the specific needs and goals of each partner, ensuring a personalized approach that maximizes value and impact.
- **Building and Maintaining Relationships**
Establish and nurture beneficial relationships with industry partners, enhancing brand credibility, expanding market reach, and driving sales growth through strategic engagement and collaboration.
- **Developing Partnership Agreements**
Negotiate and manage partnership agreements, ensuring they are aligned with the organization's strategic objectives and foster successful, thriving collaborations.
- **Integrated Sales Process Management**
Develop, streamline, and maintain an integrated sales process, coordinating with internal teams such as Marketing & Communications, Finance & Operations, and Experience & Events to enhance efficiency, improve communication, and ensure successful execution of partnership activities.
- **Sales Strategy Development**
Work closely with marketing and other support functions to create and implement a robust inbound/outbound sales strategy, driving a strong and consistent sales pipeline.
- **CRM and Database Management**
Maintain an accurate and up-to-date database of partner information in the customer relationship management (CRM) system, utilizing insights to inform strategy and track

progress.

- **Reporting and Communication**

Maintain ongoing communication with partners, providing regular updates, reports, and insights to strengthen relationships and ensure alignment with shared goals.

- **Sponsorship and Market Expansion**

Develop and launch new partnership and sponsorship packages, targeting key segments.

Qualifications

Minimum Qualifications:

- Strong interest or education in sales, business development, or account management.
- Excellent computer skills, particularly with MS Office and CRM software.
- Experience with marketing and advertising campaigns.
- Strong organizational and time-management skills.
- Exceptional communication skills, with a proactive and problem-solving attitude.
- Bachelor's degree in Business Administration, Marketing, or a relevant field is preferred.
- High level of professionalism and interpersonal skills in face-to-face, phone, and email communications.
- Comfortable working with minimal supervision and adaptable to fast-paced and dynamic environments.
- Availability to work occasional early mornings or late nights, depending on events.
- Interest in community development and the entrepreneurial ecosystem.

Physical Demands:

- Ability to continuously stand or walk during events.
- Ability to bend, squat, climb stairs and lift occasionally.
- Ability to lift up to 30 pounds occasionally.

Work Environment:

- May occasionally work in temperatures above 100 degrees and below 32 degrees
- May occasionally walk on slippery or uneven surfaces
- May occasionally climb ladders and work off elevated surfaces
- Noise level in the work environment is frequently loud

Benefits and Culture:

- Located in Fargo, ND, with a flexible work environment that allows the employee to work from varied environments and locations
- Core values: Trust First, Learn Fast, Be Bold, Move Together, Be Scrappy, Think Holistic, and Lead with Gratitude.
- 401(k) Retirement program with 3% employer match.
- 80% coverage of employee health insurance premiums (not to include vision or dental)
- HSA Contribution
- Company provided Short Term & Long Term Disability Coverage
- Company provided Life Insurance - \$50,000
- Generous PTO, 10 paid holidays (including your birthday) and paid holiday break.

About Emerging Prairie

Emerging Prairie is a nonprofit organization that focuses on energizing communities through innovative programming, events, and initiatives that move the needle and ignite economic growth. With our values, mission and vision as a guiding force, we strive to support the founders, creators and community builders to be curious and relentless in their pursuits. Emerging Prairie leads the efforts for Emerging Digital Academy, TEDxFargo, and Grand Farm. Learn more at emergingprairie.com.

Mission: To energize communities.

Vision: The relentless pursuit to improve the human condition both locally and beyond. Emerging Prairie is proud to be an equal opportunity provider.

To Apply: Send a cover letter and resume to andrewj@emergingprairie.com