



**POSITION TITLE:** Director of Agriculture

**DEPARTMENT:** Agriculture

**SUPERVISOR:** President & CEO

**POSITION TYPE:** Full-time (exempt)

The Eastern States Exposition seeks a Director of Agriculture to serve as a vital member of its highly collaborative management team. It is the role of the Director of Agriculture to not only support New England agriculture, production livestock needs, and youth education in agriculture, but to also bring agriculture to the forefront of discussion for the general, fair-going public. This coveted role is best served by someone with deep roots in New England agriculture, connection to the Big E, and thorough understanding of the diverse populations of visitors, trustees, and producers the Eastern States serves. The Director is the central strategist for agriculture, a steward for agricultural enterprise, and a driver for our mission-focused environment.

**POSITION SUMMARY:**

The Director of Agriculture is responsible for oversight of all agriculture-based education and activities as well as competitive exhibits at the Eastern States Exposition, including but not limited to promotion of youth education, collaboration with agricultural organizations, cultivation of new programming, and continuing to make New England agriculture relevant in today's market. The Director of Agriculture leads the department's interaction and involvement with ESE Trustees, agriculture exhibitors and the agriculture industries. The Director of Agriculture is a key contributor to the Management Team at ESE and is involved with discussions, input and responsibilities to the overall business plan of the company.

**POSITION RESPONSIBILITIES:**

- Promote the agriculture industry both internally and externally, engaging the public in understanding and appreciation for New England agriculture.
- Assist and support functions of the company, as part of the Management Team
- Manage and direct 6 year-round, part-time and full-time employees emphasizing their growth and success in developing new exhibits, initiatives, venues and protocols
- Develop, execute and maintain annual operating budget in excess of \$1.4 million
- Responsible for the planning, implementation and publicity of more than 40 agricultural shows and youth programs involving over 3,000 animals, which includes:
  - Editing and publishing of agriculture premium books
  - Developing and updating schedule of events and coordination of facility and show schedules
  - Overseeing and coordinating the agricultural entry processing, cataloging and premium payment process.
  - Follow up on all post show results and reports to agricultural associations and publications
- Regularly strategizes with the Agriculture team to implement new and creative ways to increase fairgoers' interest in agricultural programming, including engaging exhibitors in these initiatives

- Oversee all agriculture activities during The Big E in the Mallary Complex, Farm-A-Rama, Horse Shows, New England Center, and Moses Dormitory
- Oversight of more than 500 employees and volunteers during The Big E
- Serve as on-site Event Coordinator, working with promoters to ensure that facilities and resources are meeting expectations for approximately 12 off-season shows
- Increasingly promotes ESE agriculture on a national level, while continuing to engage at the regional level to elevate ESE across the agricultural community
- Performs other duties and responsibilities as assigned

#### **POSITION REQUIREMENTS:**

- 7-10 years' experience in the agriculture industry, including direct involvement with the production of agricultural fairs and events
- Bachelor's degree and/or certifications in industry specific areas preferred
- Ability to support a team as both a peer among managers and as a supervisor with direct reports
- Demonstrated ability to work in collaborative environment
- Capable, creative thinker who is confident in their ideas and willing to accept ideas of others
- Ability to effectively manage several projects at once with efficiency and accuracy
- Excellent customer service, verbal and written communication skills
- Ability to lift or move objects weighing 25 lbs.
- Ability to walk, sit and stand for extended periods of time
- Position will require work hours outside the standard 9am – 5pm schedule, including early mornings, nights and weekends as needed to maintain an efficient operation.

#### **TO APPLY:**

Please fill out our online application form - <https://tinyurl.com/JobsESE> - and include your resume and a cover letter. Only completed applications that include a resume and cover letter will be considered. Questions regarding the application process can be addressed to [employment@TheBigE.com](mailto:employment@TheBigE.com). Positions are open until filled. Priority consideration deadline: December 3, 2021.

*Eastern States Exposition (ESE) is a not-for-profit corporation committed to excellence in providing year-round opportunities for the development and promotion of agriculture, education, industry and family entertainment while preserving our New England heritage.*

*ESE is an Equal Employment Opportunity employer and does not discriminate on the basis of sex, race, creed, religion, color, national origin, ancestry, age, physical or mental disability or handicap, pregnancy or pregnancy-related condition, veterans or military status, sexual orientation, gender identity or expression, transgendered status, results of genetic testing, or any membership in any group protected by applicable laws.*