



**South Dakota
Farm Bureau®**

South Dakota Farm Bureau Federation Western Regional Manager

South Dakota Farm Bureau Federation (SDFB) is seeking a **Western Regional Farm Bureau Manager** who can build trusted relationships, develop local leaders, and help farmers and ranchers turn shared priorities into meaningful action.

This is a role for someone who understands agriculture and enjoys working with people. You might bring experience with farming/ranching, agribusiness, leadership development, agricultural technology or other related agriculture fields. What connects those backgrounds is the ability to work with farmers/ranchers, engage volunteers, and identify opportunities for growth and support of grassroots members.

Your work will connect local concerns with a statewide agricultural voice. You will help county Farm Bureaus build active membership, strengthen their leadership, and organize efforts that deliver clear value to farmers, ranchers, and rural communities.

The successful candidate will need to reside on the western side of South Dakota and understand agriculture and enjoy working with farmers and ranchers.

WHAT YOU'LL DO

As the primary connection between county Farm Bureaus in western South Dakota and the SDFB state office, you will:

- **Build relationships that lead to action.** Engage with farmers, ranchers, agricultural professionals, and community stakeholders on important local and regional issues. Connect with people who are new to Farm Bureau or have not yet become involved.
- **Help local leaders succeed.** Support county boards and volunteers as they set priorities, develop action plans, use their budgets effectively, and carry out their organization's bylaws and activities.
- **Grow an engaged membership.** Help counties recruit and retain voting members by making the value of Farm Bureau clear and create meaningful opportunities to participate.
- **Bring agricultural priorities forward.** Work with members to identify local concerns, facilitate discussion, and strengthen policy development at the county and regional levels.
- **Develop the next generation of leaders.** Engage young farmers, ranchers, and other agricultural professionals in local and statewide Farm Bureau activities.
- **Turn programs into local impact.** Help county leaders organize meetings, events, and initiatives that support agriculture and respond to member priorities.
- **Keep people connected and informed.** Attend county board meetings and events, share relevant industry and policy developments, and maintain communication between county organizations and the state office.
- **Trade shows and events.** Represent SDFB at regional farm shows, fairs and other statewide events. Serve as the point-person for the SDFB Cares trailer transportation to various events, shows, promotions and relief efforts.

- **Strengthen partnerships.** Build relationships with Farm Bureau insurance agents to increase awareness of membership benefits, programs, and opportunities.

BRING YOUR OWN AREA OF EXPERTISE

Along with supporting county Farm Bureaus, you will have the opportunity to contribute a skill or professional specialty that adds value across the organization. SDFB is especially interested in education or backgrounds with the following:

- Leadership development
- Agricultural business connections
- Agricultural economics or finance
- Agricultural technology

Your experience could help members build their skills, strengthen their businesses, or better understand changes affecting agriculture.

QUALIFICATIONS

- Bachelor's degree in agriculture or related field.
- 5-years' experience in agricultural field or profession
- Knowledge and enthusiasm about a progressive agricultural industry.
- Understanding of agricultural industry, regulations and policy.
- Excellent communication, leadership and personable skills.
- Commitment to grow all areas of responsibility.
- Self-starter who takes initiative, is trustworthy and able to work independently.
- Technology and social media savvy.
- Ability to lift to 25+ lbs. and hook up and pull a trailer.
- Valid driver's license.

WORKING CONDITIONS

- Travel is required as is the ability to work evenings and occasional weekends.
- Approximately 65% of time will be in-state travel for western Regional Manager county meetings, frequently occurring on weekday evenings.
- Remaining 35% of time will be split between South Dakota Farm Bureau meetings and remote work.
- Ability to present, communicate, and traverse both professional office and agricultural environments.

BENEFITS

- Competitive salary, dependent on qualifications.
- Attractive 401K, medical, dental, and vision and package.
- Ability to work remotely.
- A company vehicle is provided.

Please provide a letter of interest and resume to:
Krystil Smit, SDFB CEO - k.smit@sdfbf.org