

From: WOLF, MELODY (DNR)
Subject: WA DNR ADM-Agriculture & Water Policy Job Opportunity

DNR is Service, Science, Sustainability
Washington State Department of Natural Resources job opportunity for Assistant Division
Manager-Agriculture & Water Policy
Recruitment #2018-02-7075, Salary Range: \$5,932-\$7,210 per month plus comprehensive benefit
package and retirement.
This is a permanent – full-time position.
Closes: March 12, 2018

The Product Sales & Leasing Division is responsible for working with our region staff to generate revenue on behalf of public schools, state institutions and county services by sustainably managing Washington State Trust Lands consistent with the trust mandate and the department's guiding principles. The Assistant Division Manager for Agriculture and Water Policy contributes to this mission by guiding sustainable resource management and maximum revenue generation from leases, permits, easements and licenses on more than 1 million acres of State Trust Lands generating more than \$30M annually. Position responsibilities include:

- Strategic and tactical oversight of commercial/agricultural leasing, and water policy functions statewide;
- Tracking market conditions/trends, and developing strategies to maximize revenue potential on State Trust Lands while meeting sustainability objectives;
- Maintaining long-term revenue generation through protection of core base of lands, acquire lands which have a clear potential for appreciation, increase the overall asset value of the commercial and agriculture leasing programs, strategically dispose of liabilities and lower performing assets;
- Ensuring statewide consistency and compliance with all laws, rules, policies and procedures related to commercial, agriculture, and water assets;
- Creating and maintaining productive working relationships with internal program/region staff and external stakeholders including regulators, adjacent landowners, lessees, other agencies, tribes and other interested parties;
- Continually evaluating business processes/tools and working with program/region staff to improve performance and minimize risks.

This position oversees 5 professional staff, including four direct reports.

REQUIRED QUALIFICATIONS:

- A Bachelor's degree involving major study in agriculture, natural resource management, land management, water resources, water law or related field;
- At least five (5) years' experience managing agricultural leases, real estate contracts, and/or easements for a government agency or corporate agricultural organization;
- At least five (5) years' experience working with water rights, water resources and/or water law;
- At least five (5) years' experience supervising professional level staff;
- Substantial experience drafting legal contract language and negotiating contract

provisions, drafting operational policies and procedures, and developing, managing and administering complex budgets;

- Ability to communicate effectively both orally and in writing;
- Ability to foster and preserve constructive working relationships with internal agency staff as well as legislators, regulators, lessees, and other interested stakeholders;
- Proficient use of computers and agency software such as Microsoft Office.

DESIRABLE QUALIFICATIONS:

- Master's Degree in agriculture, natural resource management, land management, water resources, water law or related field;
- Advanced knowledge of land use, real estate contract, and easement legal, business, and management principles;
- Experience with and public planning and policy formulation;
- Working knowledge of Trust Land management theory, principles, and related law;
- Ability to view the success of the organization and team as more important than individual achievements;
- Ability to be receptive to new ideas and adaptable to change.

SPECIAL POSITION REQUIREMENTS AND WORKING CONDITIONS

- This position requires the incumbent to work under minimal supervision in an assigned area of responsibility applying advanced technical knowledge and considerable discretion to evaluate and resolve complex issues such as planning and directing new market and/or strategic business development, managing financial statements and implementing prudent management accounting principles.
- This position requires driving as an essential function. Employees who drive for state business, whether in a state or privately-owned vehicle, are required to possess a valid license as defined in policy PO02-006 and abide by all other driver responsibility requirements.
- Must have at least two years of driving experience.

QUESTIONS? Contact Darin Cramer at (360)902-1088 or e-mail darin.cramer@dnr.wa.gov

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OR go to www.dnr.wa.gov/employment/jobs or www.careers.wa.gov and search.