



# Western Reserve Land Conservancy

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## Job Posting Conservation Transactions Specialist

Western Reserve Land Conservancy has an immediate opening for a Conservation Transactions Specialist. This full-time position will be located at the organization's Conservation Center at 3850 Chagrin River Road, Moreland Hills, Ohio 44022.

### Background

Western Reserve Land Conservancy provides the people of northeast Ohio with essential natural assets through land conservation and restoration. Headquartered in Moreland Hills, Ohio, we are the largest land conservancy in Ohio, employing over 40 people in offices throughout northern and eastern portions of the state. Our land protection team has now conserved more than 56,000 acres of natural area and working farms in 23 Ohio counties. Thriving Communities, our urban revitalization program, is nationally recognized for thought leadership on removing blight; creating land banks to find productive uses for vacant properties; and revitalizing communities through greening strategies. Our mission is funded through a combination of program revenue, government grants, and philanthropic gifts from individuals, foundations and corporations.

### Summary

The Conservation Transactions Specialist will focus on prioritizing, strategizing and carrying out various types of conservation projects that include donated and purchased conservation easements, restoration projects and land acquisition. The primary focus of this position will be land acquisition. To be successful in this role, an individual must possess excellent communication skills and be able to create and maintain great working relationships with partners of all sectors and landowners throughout our region. This position reports to the Senior Vice President of Conservation Transactions.

### Key Areas of Responsibility

#### Conservation Transactions

- Identify and originate key conservation opportunities
- Negotiate purchase and sale agreements, conservation easements and other similar contracts
- Identify and cultivate viable take-out partners throughout the service area
- Drive conservation projects to the finish line
- Understand the inner workings of major grant funding sources
- Utilize creative approaches to complex real estate transactions
- Optimize funding and complete high conservation value projects
- Work with a team to create, fund, and close a project
- Develop and administer project planning, tracking and budgeting mechanisms
- Marketing and sale of conservation buyer properties and homes
- Implement project-specific tasks and coordinate with project managers and legal department for related items such as title searches, surveys, appraisals, due diligence, arranging for closings, etc.

### Partnership and Engagement

- Originate, maintain and build relationships with conservation partners
- Identify and build relationships with key donors and stakeholders
- Make presentations as required throughout the region
- Collaborate effectively within a team and across departments within the Land Conservancy
- Assist as requested with various Land Conservancy events
- Cooperate and coordinate relations with public agencies and local elected officials
- Must have a strong passion for the mission of the Land Conservancy
- Must also be willing to take on other duties as assigned

### **Required Education, Experience, Capabilities**

- Minimum of a two-year degree and 3 years of work experience in a related conservation or real estate field
- Some background or experience with GIS and mapping preferred
- Demonstrated ability with Microsoft products, including Word, Excel and Outlook
- Strong verbal communication skills coupled with experience in making public presentations
- Effective organization skills plus strong detail orientation
- Prior experience with land and/or property management, or with habitat restoration, is desirable
- Some experience with database input and usage is also helpful
- This individual must be able to travel by car regularly to properties in the region and these properties may be rural and rough terrain. The individual must be able to inspect those properties on foot as needed.

### **Application Process**

Interested individuals should send a resume and cover letter to Bob Kissling, Director of Human Resources, at [rkissling@wrlandconservancy.org](mailto:rkissling@wrlandconservancy.org)

*Western Reserve Land Conservancy is an Equal Opportunity Employer and is committed to hiring staff members who represent the rich diversity of our community. All qualified candidates will receive consideration for employment and not be discriminated against based on race, sex, sexual orientation, gender identity, age, color, religion, national origin, disability, genetic information, protected veteran's status, or other legally protected classification in the State of Ohio.*