



Position: Contract Sales Manager

Location: River Point Farms - Hermiston, OR

Company Overview:

AgReserves, Inc. is a multi-national, multi-corporate company that operates investment farms and ranches throughout the world. River Point Farms is a subsidiary of AgReserves Inc. dedicated to packing and processing high quality onions grown by neighboring ARI farms.

Position Description:

The Contract Sales Manager interacts with contract customers to provide information in response to customer inquiries, orders, and/or complaints. Creates and maintains relationships with current and prospective customers while leading the Contract Sales Team. Reports to the Director of Sales.

Duties and Responsibilities:

1. Relationships

- Professionally represents company to all stakeholders.
- Builds trusting and meaningful relationships with:
 - Customers/Potential Customers/Brokers (including 24-hour response time on all relevant inquiries).
 - Industry Colleagues (including frequent communication and information sharing amongst handlers).
 - ARI Staff: Sales, Processing, Farming, Accounting, Shipping, Management.
- Attends relevant industry events- as assigned by management:
 - National Onion Association (NOA).
 - Produce Marketing Association.
 - United Fresh.
- Provides customers with professional, positive, and memorable visits to the facility and farm.
 - Gives timely notice to receptionist, processing, farm, and management teams.
 - Schedules meeting room and ensures it is customer-ready, including multimedia and refreshments.

2. Product

- Develops/maintains technical expertise, including:
 - Intimate knowledge of onions and other fresh produce.
 - Understands USDA certifications and sampling/grading.
 - Memorizes USDA grades and industry terms.
 - Has strong knowledge of PACA standards.
 - Familiarity with processing, packaging, storage, and food safety.
 - Understands throughputs and capacities of processing, packing, and shipping.
 - Understands FSMA, SQF, BRC, HACCP, GMP's, SOP's, etc.
 - Understands country-specific requirements as they pertain to food safety and fumigation.
 - Basic understanding of farming practices such as planting, onion development, plant diseases, seasons, irrigation, and harvest.
 - Knowledge of shipping, documentation, payment collection, and trade norms.
- Tracks inventory, including:
 - Understanding current and projected inventory.

- Forecasting future availability.
- Handles by-products.
 - As needed, sells cull onions to dairies, feedlots, or food banks.

3. Market changes

- Monitors price, including:
 - Continuous price discovery – i.e., in-depth understanding of day-to-day pricing activities and changes within the marketplace.
 - Works closely with the Spot Sales Manager to learn current pricing.
 - Pricing structure
 - Region norms
 - Net vs. Commission
 - Transportation cost
- Tracks customer and broker activity, including:
 - Regular contact with customers and brokers to understand inventories, new product developments, and current/future needs.
- Maintains environmental and political awareness.
 - Tracks local and worldwide events affect markets and sentiments in a global economy,
 - Follows weather situations and patterns that affect agriculture and shipping industries.
- Reports status.
 - Provides updated weekly sales and market price report with company position.
 - Participates in annual sales strategy creation and reporting.
 - Accurately decipheres and interprets monthly industry sales and shipment reports; makes strategic inferences based on information reported.
 - Regularly updates inventory and availability report.

4. Sales

- Generate sales within the sales strategy, including:
 - Sets up/ approves new customers in cooperation with accounting and management teams.
 - Manages customer credit and A/R.
 - Executes sales to targeted customers.
 - Negotiates terms such as pricing, shipping period, commissions, etc.
- Conducts post-sale follow-up re: contract creation and delivery, on-time shipment, customer satisfaction, etc.
- Manages credit limits of customers for shipped, contracted, and potential shipments.
- Handles all claims and quality concerns in a timely and professional manner, under direction of management.
- Executes and reports strategic sales goals.
- Reports sales and claim activities.

5. Stewardship over Contract Sales team

- Holds at least weekly Shipping Department meetings to coordinate and ensure timely shipping, correct packaging, and precise documentation.
- Participates in performance reviews based on company approved procedures (continuous feedback, improvement goals, etc).
- Participates in focused objective creation, support, and approval in coordination with management.

6. Completes other duties as assigned.

Skills/Education Requirements:

Education/Credentials

- Bachelor's degree in marketing / related degree or equivalent work experience
- 5+ years (10 preferred) related sales management experience, ideally including agriculture sales

Knowledge/Skills

- Excellent written and verbal skills at technical and professional levels
- Strong interpersonal, oral, and written communication skills
- Excellent time management skills; ability to prioritize multiple tasks
- Keen intelligence and negotiation skills
- Strong analytical capabilities
- Openness to unfamiliar cultures and customs
- Proficient in MS Office (Word, Excel, PowerPoint)

Ability to

- Work well in a team and independently
- Follow-through and execute goals and strategies

Salary/Benefits:

Salary is competitive and commensurate with experience. Full-time employees receive excellent benefits including: Medical, Dental, Group Term Life, Disability, Pension Benefits (401K and Defined Contribution Plan) and Flex-Spending. In addition, we offer paid vacation and sick time, paid parental leave, and tuition reimbursement.

To Apply: Please send a resume to careers.rpf@agreserves.com with the job title in the subject line.