



Job Posting: Director of Market Sales

Location: River Point Farms – Hermiston, OR

Company Profile:

River Point Farms (RPF) is a subsidiary of AgReserves, Inc. (ARI). ARI is a multi-national, multi-corporate company that operates investment farms and ranches throughout the world. RPF currently has an opening for a Director of Market Sales position based at its Hermiston, Oregon onion operation.

Position Description:

The Director of Market Sales is a member of the local management team. This position is responsible for executing broad market sales for onions.

Essential Job Functions:

- Develops and recommends product positions, packaging and pricing strategy.
- Partners with operation managers to deliver high quality product to customers
- Monitors competitor products, sales and marketing activities
- Directs sales forecasting activities and sets performance goals accordingly
- Monitors and analyzes sales and market trends
- Works directly with potential customers, negotiating volume and price.
- Establishes and maintains relationships with industry experts, influencers and key strategic partners
- Liaison between market sales and other company departments

Skills and Other Qualifications Required:

- Bachelor's degree in Marketing, Business or related field with 5 plus years of experience.
- Strong analytical capabilities with strong negotiation skills.
- Exceptional communication skills both written and oral. Bilingual Spanish/English a plus
- Knowledge of food industry sales. Fresh market sales preferred.
- Working knowledge of effective sales practices with proven success
- High competency with software used in sales transactions, relational databases, spreadsheets and other business applications

Salary/Benefits: Salary is based on experience and qualifications. Benefits include: Medical, Dental, Group Term Life, Disability, Retirement Savings Programs (401k and Retirement Plus Plan), Flex-Spending, and other value-added benefits.

To Apply: Send resume to careers.rpf@agreserves.com with "RPF-Director of Market Sales" in the subject line