



Job Posting: Director of Contract Sales & Marketing

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 Contract Sales & Marketing position based at its Hermiston, Oregon onion operation.

Position Description:

The Director of Contract Sales & Marketing is a member of the local management team. This position is responsible for executing broad contract sales and marketing strategies.

Essential Job Functions:

- Provides leadership to the day-to-day operations of the contract sales department employees, and monitors performance on a continual basis.
- Coordinates contract sales operations with all other departments/divisions of the company
- Participates with senior staff and management in the development of the strategic marketing plan for the company
- Monitors and analyzes sales and market trends
- Effectively executes and manages every element of the sales process on an individual level
- Collaborates with appropriate teams in the development of online and offline contract sales strategies
- Prospects and grows current account lists while also handling new leads and closing of sales
- Develops, maintains and improves ongoing business relationships with all customers
- Analyzes sales statistics to determine potential business growth
- Responsible for driving revenue and use learnings from that experience to refine sales processes
- Creates and develops a world class team
- Development of new markets

Skills and Other Qualifications Required:

- Bachelor's degree in Marketing, Business or related field with 10 plus years of experience.
- Strong analytical experience with strong negotiation skills.
- Exceptional communication skills both written and oral. Bilingual Spanish/English a plus
- Professional, creative and dynamic presence with ability to follow-through and execute goals and strategies
- Working knowledge of effective sales practices with proven success
- High competency with software used in sales transactions, relational databases, spreadsheets and other business applications
- Ability to supervise, develop and train others

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 Contract Sales & Marketing" in the subject line