



Job Posting: Sales and Account Manager

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 Sales and Account Manager position based at its Hermiston, Oregon onion operation.

Position Description:

The Sales and Account Manager is a member of the local management team. This position is responsible for executing broad market sales for onions. Interacts with customers to provide information in response to inquiries, orders, and/or complaints. Maintains ongoing relationship with customers and sales team. Manages staff performance and development.

Essential Job Functions:

- Seeks out and targets new customers and new sales opportunities; initiates action plan to approach and secure new business for the Company.
- Develops and maintains a strong pipeline of new customers a key indicator of future success expectations.
- Manages marketing programs, including social media maintenance, trade show participation, website updates, and advertisements placements.
- Works with Sales Team to develop annual contract pricing, and to help draft and maintain contract documents.
- Arranges transportation as needed.
- Maintains consistent communication with customers via phone and e-mails to help with any needs they may have.
- Assist in contract management of each customer account to assure contracted pounds are being met.

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-Sales and Account Manager" in the subject line