



POSITION ANNOUNCEMENT

Grow your career! For almost 40 years, **Fall Creek Farm & Nursery®** has cultivated exceptional blueberry plants for customers all over the globe. We propagate, grow, sell, and ship millions of plants every single year. Our products are second to none, in part, because we have high standards, superb growing conditions, and most importantly, good people.

If this sounds like a company that you want to be a part of, we have an immediate opening for a Product & Grower Support Representative in Peru.

Product & Grower Support Representative-PERU

The Product and Grower Support Representative is responsible for services to commercial customers in the assigned territory. This position assists customers in ordering plants and provides technical and strategic support in developing successful blueberry plantings. This position requires a high degree of independent professional judgment in problem solving, researching solutions, and decision-making.

This position reports to the LATAM Sales Manager and collaborates closely with other managers and departments in the Company. The Product and Grower Support Representative has frequent interactions with customers, visitors and guests of Fall Creek.

This position is a member of the Fall Creek Global Sales Team and represents the company to commercial clients, partners, associations and other industry groups.

JOB SETTING:

Office, field, and nursery setting. This position requires frequent travel in the assigned territory, which includes overnight stays. Some international travel required.

ESSENTIAL FUNCTIONS: (Other duties may be assigned)

- Collaborates with the manager for the development and successful execution of the commercial sales strategy in core territories and with specific strategic accounts in the territory.
- Manages key commercial account relationships in the assigned territory or elsewhere as required. Anticipates needs and delivers solutions. Provides a high level of customer service to all commercial customers.
- Executes sales activities with results measured against the sales plan and is accountable for achieving sales goals.
- Primarily responsible for providing sales and technical support services to commercial customers in the assigned region.

- Assists customers with variety selection and ordering. This includes ripening time, yields, flavor, and berry quality.
- Assists with developing the sales forecast each year, giving accurate intelligence on upcoming projects and insight into what varieties, sizes, and quantities will be needed to meet future demand.
- Responsible for technical grower support, which includes site evaluation, pre-plant preparation, and post-plant cultural care. This includes on-site assistance and support by phone/email. Leverages the sales and production teams to facilitate the communication of relevant information to the growers ensuring their success.
- Represents the company at regional meetings, tradeshow, and industry events.
- Plans and implements educational seminars for growers and customers in the assigned region as needed.
- Supports, perpetuates and enhances Fall Creek's core values and corporate culture.
- Assures the highest level of confidentiality on sensitive matters concerning the nursery.

REQUIRED EDUCATION, KNOWLEDGE, SKILLS AND TRAINING:

1. Typically requires a University degree in Business, Horticulture, or related field or equivalent combination of education and experience.
2. Requires 5+ years of related technical and sales management experience preferably in an agricultural business.
3. Bilingual language skills in Spanish & English.
4. Experience with market analysis, logistics, pricing, budgeting, and account management.
5. Proficiency with Word, Excel, PowerPoint and Outlook. Must have the skills to create reports, spreadsheets and presentations, create formulas and be able to utilize complex spreadsheets.
6. Excellent oral and written communication skills. Ability to effectively present information in formal and informal settings to peers, customers and industry leaders.
7. Ability to collaborate with other team members and maintain a positive attitude. Must be able to exercise good judgment in recognizing scope of authority. Requires the ability to positively influence team decision-making.
8. Requires demonstrated knowledge of rules and regulations governing import and export, particularly in phytosanitary arena.
9. Excellent verbal communication skills and interpersonal skills in persuasion, negotiation, conflict resolution and teamwork. Must have the ability to create and sustain successful relationships with customers, third party vendors, and colleagues.
10. Must demonstrate professional and ethical business practices, adherence to company values, and a commitment to personal and professional development.