Job Opportunity
Grower Relations Representative
Allied Grape Growers (Fresno, CA)

Position: Grower Relations Representative - Central San Joaquin Valley

Job Summary: Under direction of the President and Manager of Central Valley Operations, this person is responsible for effective grower/member outreach and communication as well as account maintenance and growth within the assigned region.

Region: Reporting to the Fresno, California executive office, the candidate’s region would include an assigned territory within the Central San Joaquin Valley consisting of approximately 100 grower-member accounts and between 5,000-10,000 acres.

Duties & Responsibilities:
- Communicate with grower-members regularly regarding the grape market
- Coordinate harvest with staff, grower-members and buyers’ scheduling personnel
- Estimate annual crop size by grower and provide yield input for region
- Communicate with members concerning crop size, viticulture practices, field condition, etc.
- Assist growers by providing viticulture tools and ideas to enhance quality and profitability
- Maintain open lines of communication with buyers, relaying a sense of cooperation & information sharing
- Network within the industry to build/grow a quality grower base through positive performance and communication
- Stay abreast of current winegrape, concentrate & raisin market conditions, as well as other industry concerns
- Develop and maintain vineyard records on cultural practices, yields, and grape quality
- Participate on and with industry groups, committees and boards

Desired Qualifications & Abilities:
- Bachelor Degree in Plant Science (Viticulture), Agricultural Business, related field or equivalent
- Highly organized and detail oriented
- Willingness to work extended hours and weekends, primarily during harvest (August-October)
- Self-guided, effective manager of time/priorities
- Working knowledge of desktop computing including basic Microsoft applications, internet and e-mail
- Ability to deal with multiple personalities
- Ability to exercise discretion with confidential information
- Ability to multi-task, handling simultaneous and various demands under the constraint of time
- Ability to communicate effectively - both verbally and with written correspondence
- Valid California driver’s license, clean DMV record and provision of vehicle in accordance with company policy

Salary & Benefits
Competitive salary; sick, vacation, and holiday pay; health, vision and dental plan, profit sharing plan

Contact Jeff Oliver - Oliver Search Consulting: Phone (559) 434-8500 or email jeff@oliversc.com