



Entry Level Sales Representative

Job Description

Meridian Nut Growers is currently seeking qualified candidates to interview for an entry level Sales Representative in our Clovis, CA office. The position will be an expansion of the current sales and trading team and will be responsible for developing new customers for assigned territories. The candidate will need to be able to evaluate, develop and leverage opportunities. The candidate should have a broad working knowledge of agriculture, finance, sales and marketing. Multiple languages are a plus.

Responsibilities:

- Perform all functions directly related to selling and trading physical Nuts and Dried Fruit - purchasing, sales, and account management.
- Extensive customer communication via phone, email, other electronic correspondences and personal visits.
- Initiate sales and coordinate the shipment for domestic and export markets.
- Work with logistics on product movement from and to various locations.
- Assist sales department in managing inventories at various locations.
- Identify and communicate opportunities and facilitate implementation into company strategy.
- Statistically analyze supply and demand fundamentals and apply to real world scenarios to provide input on market trends.
- Maximize profits and limit risk by providing innovative solutions.
- Travel, including overnights, as needed for industry events and customer / supplier visits.

This is a regular full-time position with a competitive salary and full benefit package available after probationary and benefit policy periods. (Health/Dental/Vision Insurance, Matching 401K)

If you are detail oriented, analytical, interested in expanding the market for nuts and dried fruit domestically and looking to join an established and dynamic organization, contact us. Interested candidates can email Mark Dutra: mdutra@meridiangrowers.com

Desired Skills and Experience

Qualifications:

- 4 year degree in Agriculture/ Ag Business/ Econ/ Business or related field preferably having a strong Agricultural background.
- Excellent communication skills both verbally and written.
- Ability to start and complete the sales process.
- Basic understanding of logistics and warehousing (container, truck, rail).
- Must be able to establish long term profitable relationships with suppliers and customers.
- Ability to recall details and facts quickly and accurately.
- Understanding of basic trading fundamentals and terminology of physical commodities.
- Candidates with additional languages will be strongly considered.
- Able to use latest technology to perform functions.

Company Description-

Meridian Growers is one of the leading grower owned sales and marketing companies in California. We a primary supplier of nuts and dried fruits to some of the leading food companies in over 40 countries. Meridian's primary function is to provide its growers and suppliers with consistent and industry leading returns. The company works with growers of almonds, pistachios, pecans, walnuts and various dried fruits from California, Arizona and New Mexico. For more information, please see www.meridiangrowers.com.