



TITLE: Produce Sales & Procurement Specialist - Veg/Tomatoes

REPORTS TO: Director of Sales

LOCATION: Nogales, Arizona

SUMMARY: L&M, a leader in the fresh produce industry and year-round grower supplier of fruits and vegetables, is looking for an experienced Veg/Tomato Sales & Procurement Specialist to join our dynamic and fast-paced team. We are seeking an energetic and passionate person who loves fresh produce as much as we do. This role will primarily focus on developing, growing and managing accounts with a primary focus on veg/tomatoes.

RESPONSIBILITIES:

- Serve as a key point of contact for customers for veg/tomatoes including retail, foodservice and wholesale accounts
- Proactively establish industry relationships with both growers, suppliers and buyers to expand melon category within L&M
- Actively engage with new and existing customers to grow and create opportunities for additional sales
- AR management

KNOWLEDGE / SKILLS / ABILITIES:

- Knowledge of fresh produce sales or product management
- Knowledge/background in farming and seasonal commodities/veg
- Excellent communication skills, both written and oral
- Excellent organizational & negotiating skills
- Ambitious self-starter and relationship-builder
- Love for agriculture and fresh produce
- Team-player
- Existing relationships with fresh produce sales accounts and growers a plus

EDUCATION/EXPERIENCE:

- High School Diploma/GED, Bachelor's Degree Preferred
- 3+ years of prior sales experience in veg

**** Previous experience in fresh produce required.**

TO APPLY:

Email cover letter and resume to: Careers@lmcompanies.com with the job title in the subject line.