



**TITLE:** Produce Sales and Grower Development Specialist - Onions

**REPORTS TO:** Director of Sales

**LOCATION:** West Coast / Washington State

**SUMMARY:** L&M, a leader in the fresh produce industry and year-round grower supplier of fruits and vegetables, is looking for an experienced Sales and Grower Development 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 to develop, grow and build relationships for all-things onions. This role will train under our potato and onion category in our busy but exciting workplace for both immediate career growth and long-term potential.

**RESPONSIBILITIES:**

- Serve as a key point of contact for customers for onions including retail, foodservice and wholesale accounts
- Proactively create opportunities for additional sales with new corporate accounts at a national and international level as well as servicing existing customers
- Establish industry relationships with buyers with a focus on growing into other products
- Establish relationships with growers and produce suppliers to expand farm supplier network base
- AR management

**KNOWLEDGE / SKILLS / ABILITIES:**

- 3-5 years of experience in the produce industry
- Knowledge in fresh produce sales or product management
- Knowledge of growers of onions
- Excellent communication skills, both written and oral
- Excellent organizational & negotiating skills
- Ambitious self-starter and relationship-builder
- Willingness to travel up to 50%
- Love for agriculture and fresh produce
- Team-player
- Existing relationships with fresh produce sales accounts and growers preferred

**EDUCATION/EXPERIENCE:**

- High School Diploma / GED, Bachelor's Degree preferred
- Two or more years of produce industry experience required

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

TO APPLY:

Email cover letter and resume to: [Careers@lmcompanies.com](mailto:Careers@lmcompanies.com) with the job title in the subject line.