

## **JOB DESCRIPTION**

**WORKING TITLE:** Head Grower / Trial Manager

**DEPARTMENT:** Sales and Marketing

**SUB-DEPARTMENT:** Production

**LOCATION:** Salinas, CA

**JOB SUMMARY:** Oversee growing activity at our Salinas facility in support of Sakata Sales & Marketing, Research and Development, and Production departments. Key responsibilities include coordinating flower and vegetable trials, quality control grow-outs, data collection, record keeping and greenhouse maintenance. Daily activities include operation and management of greenhouse and support facilities, assisting with the development and implementation of grow plans for both ornamentals and vegetables, and supervising support staff employees and monitoring their performance.

All resumes need to be sent to [hr@sakata.com](mailto:hr@sakata.com)

### **ESSENTIAL DUTIES AND RESPONSIBILITIES:**

- Plans, organizes and coordinates Flower Trial events, including: spring greenhouse trials (CAST), R&D evaluation trials, summer field trials, AAS trials, demonstration trials, cut flower trials and special internal trials/demonstrations as needed.
- Assist R&D and PD team in organizing and implementing product development trials, varietal evaluation and development of recommended cultural techniques.
- Assist Sales & Marketing staff with trial planning and display design to optimize selling potential and proper messaging of product features and benefits.
- Data collection, evaluation, and record keeping of both Flower and Vegetable trials.
- Implements integrated pest management program, including insect and disease monitoring and pesticide applications as necessary.
- Monitors all cultural aspects of growing including fertilization and pH management.
- Implements weekly production schedules and manages inventory requirements needed for greenhouse production.
- Provides employee training for propagation, pesticide safety, and other company related employee issues.
- Monitors quality of all products and reports any problems or concerns to immediate supervisor along with recommended corrective action(s).
- Responsible for greenhouse maintenance
- Provides landscape plant material for Salinas and Morgan Hill flower beds.
- Coordinates SEP order processing and shipping in absence of Vegetative coordinator

### **COMPANY RESPONSIBILITIES:**

- Acts within scope of authority and consistent with company objectives, guidelines, policies and practices.
- Supervises temporary, part-time and non-exempt personnel as needed.
- Ensures that duties and responsibilities of subordinates are defined and understood.

### **KNOWLEDGE/SKILLS/ABILITIES**

- Must have working knowledge of horticulture production techniques.
- Good communication skills, both oral and written.
- Demonstrates ability to accurately attend to detail
- Must have pesticide applicators license and training in safety procedures.
- Must be able to operate research and production agriculture equipment, such as soil mixers, spray equipment, garden tractors, rototillers, pH meters, etc.
- Must be bilingual in Spanish
- Efficient in the use and development of computer spreadsheet files

### **EDUCATIONAL REQUIREMENTS:**

- B.S. in plant science, horticulture, or related field required. Educational requirements may be substituted in-part by related work experience.

### **EXPERIENCE AND BACKGROUND:**

- A minimum of 5 years experience working in greenhouse production and/or other growing environment is required.

### **WORKING CONDITIONS/PHYSICAL DEMANDS:**

- Must be able to work with chemicals and other irritating substances.
- Must be able to wear personal protective equipment when required.
- Must be able to travel overnight and to work irregular hours including weekends
- Must be able to lift 25lbs