



Job Description

Ag Division Business Development Manager

Background

Skagit Horticulture is a diversified producer of crops sold to Home Stores, Independent Garden Centers, Wholesale Greenhouse Growers, and Specialty Ag throughout the Northwest. The company maintains extensive production facilities in Mount Vernon and Mabton, WA, as well as in Watsonville, CA. Skagit Horticulture is affiliated with Precept Wines, a leading producer of grapes and wine, distributed by retailers nation-wide.

The company is expanding production of virus and other disease free, clean stock transplants of the newest varieties of hops, grapes and other genetics.

Overview

- Work to establish Skagit Horticulture as an innovative leader in the rapidly developing *differentiated* production of new genetics, clean stock and other types of production that allows growers to build market share
- Working with Skagit Horticulture leadership and staff, develop strong capabilities around new, clean stock production of hops, grapes, fruit and nut trees, both in the greenhouse and open field
- Help to fully utilize capabilities of the Mabton location, as well as Mount Vernon and Watsonville

Responsibilities

- Lead the development of strategies and products related to hops, grapes, berries, tree fruit and nut crops produced at all facilities
- Work with farmers, viticulturists, hop growers and tree fruit producers to build sales of clean stock transplants across Northwest
- Become well known to the Ag community, comfortably interacting with researchers, breeders, and producers in the region
- Identify business problems faced by farmers and provide solutions

Requirements

- Bachelors degree in agriculture, horticulture
- Ten years industry experience in development and production of hops, grapes, and other tree fruit or nut crops in field conditions
- Strong knowledge of industry conditions, trends, and cropping systems.
- Ability to build and maintain strong connections with research, agronomic, and production communities
- Reside in the local community, working out of Mabton facility, to be able to be out in front and heavily and intimately involved in community
- Strong networker, possessing exceptional people and communication skills, ability to work collaboratively with a strong team across sites

Reporting relationships



- Reports directly to Mabton General Manager, with close working relationship as well with President and Sales Manager