

Agri-Valley Irrigation, LLC is the leading irrigation design, installation and service company in California's central valley with over 30 years in business and six branches from Bakersfield to Merced. We have an exciting opportunity for a Field Salesperson to join our team in Bakersfield, Merced, or Visalia.

Essential Duties and Responsibilities includes, but is not limited to, the following:

- Develops and manages new and existing partnerships with customers to achieve expected sales goals.
- Completes customer and field (project) assessment, ensures designs and proposals are completed in a timely, professional and accurate manner.
- Conducts presentations of proposals, project updates, invoicing and system operation including filters, valves and controllers as needed.
- Coordinates with Sales Administrator to provide purchasing department and warehouse accurate and timely material requirements, as well as coordinating job site deliveries with proper maps, dates, etc.
- Manages crew resources effectively to ensure cost-effective job progress and timely completion as per customer promise dates.
- Proactively manages all job related costs to achieve target profit margins.
- Ensures all jobs and sales orders are invoiced accurately and in a timely manner according to the billing policy for deposits, progress and final billings ensuring all costs, add-ons and proper mark-ups have been applied.
- Completes all required reports and documents as required and associated with performance of job duties and office requirements.
- Ensures foremen construct to AVI standards adhering to safety policies, as well as proper recording of all labor time and materials used, including add-ons.

Qualifications

Certification

- Minimum 2-year college degree and 2+ years of related irrigation or production farming required. A 4-year degree in an Ag related area of study preferred.
- CID (Certified Irrigation Designer) or ability to achieve CID preferred.

Skills/Experience

- Previous outside sales experience in Ag related business required, prior irrigation project management or construction experience preferred.
- Knowledge of agricultural industry/irrigation experience required.
- Independent judgment and analytical ability is required to find solutions.

- Extensive knowledge of business and an excellent command of the English language
- Excellent knowledge and use of software such as Microsoft Office and Sage 100
- Prefer Bilingual (English/Spanish).
- Ability to maintain confidentiality.
- Ability to manage and prioritize multiple tasks.
- Ability to calmly and professionally resolve issues with diplomacy.
- Must be highly organized and detail-oriented.

Physical Requirements:

The physical demands listed are representative of those that must be met by an employee to successfully perform the essential functions of the job. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions. Modified “light duty” restrictions may be arranged as needed and when available for job-related injuries or illnesses.

While performing the duties of this job, the employee is regularly required to stand, walk in fields outside for extended periods, sit and use hands for mechanical duties and keyboarding. The employee must have the ability to drive a vehicle on and off road for extended periods on a daily basis. The employee is also required to reach with hands and arms; stoop and kneel.

The employee must regularly lift and/or move up to 25 pounds and occasionally lift and/or move up to 60 pounds. Specific vision abilities required by this job includes close vision, distance vision, peripheral vision, depth perception and ability to adjust focus.

Acute hearing is necessary for telephone and in-person communication with callers and assisting customers, and visual acuity sufficient to read a computer screen and paper documents.

Working Conditions:

This position functions outdoors and indoors in an office, warehouse and field environment with some risk of exposure to moving equipment and moderate noise levels. Outside travel is required.

Agri-Valley Irrigation, LLC offers a competitive Wage, Performance Bonus and Company Benefits Package which includes: Medical/Dental/Vision, 401(k), Paid Expenses, 125(k) Plan, PTO, Life Insurance. This position also includes a cell phone allowance and company vehicle.

Employment at the Company is employment at-will. Employment at-will may be terminated with or without cause and with or without notice at any time by the employee or the Company. Nothing in this job description or in any document or statement shall limit the right to terminate employment at-will.

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