

Director of Sales and Marketing – Norcal Nursery, Inc.

Norcal Nursery, Inc. is a large family business specializing in the production and sales of strawberry, raspberry and caneberry plants serving U.S. and international customers for over 75 years. We are searching for a Director of Sales and Marketing for our nursery division headquartered in Red Bluff, CA. The Director will develop and implement strategies to ensure sales and customer service objectives are achieved and to lead the company to greater levels of market position.

The Director will lead a multi-state sales team and professional office staff with responsibilities in marketing, pricing, inventory management, as well as sales projections, product distribution (domestic and international), customer service, and corporate goals.

The ideal candidate will have a minimum of a B.S. degree in agriculture and/or business or marketing, with at least ten years of successful marketing and sales management experience, preferably in agricultural products. This person must possess excellent communication skills and the leadership abilities to develop personnel through mentoring, training and positive feedback. Proficiency in analysis of financial and operational data is required, as well as the ability to assess market position and potential.

This is a full-time salaried position with competitive wage and benefit package. Employment applications are available on-line at www.sakumabros.com or at the main office. Submit cover letter, resume and employment application to: HR Manager, Norcal Nursery, Inc., P.O. Box 1012, Red Bluff, CA 96080.