



Job Title: Operations Manager, Agricultural Supply

Location: Hampton, NB, with part time travel in Atlantic Canada

Terms: Full-time, permanent, flexible hours

Salary/rate: \$50 - \$65 K annual salary

Special requirements: Occasional evening and weekend availability required

About Us

In short, we supply, manufacture and/or source almost everything needed for mixed fruit, veggie & flower farms to thrive. We sell everything from greenhouses to tunnels to plastics to irrigation and beyond.

Wolpin Enterprises is a company that strives to cultivate, inspire, and connect producers and consumers to positively impact food sovereignty through education and season extension resources. We partner with local and international agricultural suppliers and manufacturers to bring the best products to small and medium sized farms in the Atlantic region, while also consulting with farmers to design and manufacture products locally that are specifically suited to the Atlantic growing climate.

About the Role

We are seeking an enthusiastic and self motivated individual interested in becoming involved in this growing agricultural business. The Operations Manager will play an important role in meeting our customer's needs and educating growers on our valuable products and services.

Our Idea of an Ideal Candidate:

While we're flexible and open minded towards applicants, our current vision for an ideal candidate is someone who either farms part time or has several years of market garden style farming experience. They are someone who is sales driven and physically capable. It would be incredible to find someone who can show up to a farm on a delivery, identify ways to help that farm improve or extend their current approach, thereby generating sales while also helping the customer. Applicants with trades experience are welcome because assistance with structure installations would be appreciated.



Responsibilities

- Establish relationships and prospect for sales in the Atlantic region with small to medium sized growers.
- Meaningfully connect & recommend solutions to meet customer's needs.
- Participate in local agricultural events to promote business and network with industry.
- Track and follow-up on sales leads.
- Work in collaboration with the Administrative Manager to track orders, generate quotes, finalize orders to be invoiced and manage inventory.
- Report/advise Wolpin Enterprise leadership team on customer and industry developments, innovations, and opportunities
- Coordinate logistics of product acquisition from suppliers and delivery to customers.
- Physically prepare orders for delivery either for shipment or to be loaded on the company trailer for delivery.
- Perform deliveries in Maritime provinces once or twice per month.

Qualifications

- ❖ Ability to travel around Atlantic Canada to meet with customers & attend agricultural events.
- ❖ 2-5 years sales experience, or equivalent experience in the agriculture industry
- ❖ Excellent written and verbal communication skills.
- ❖ Outstanding customer service skills.
- ❖ Knowledge of basic computer software programs, including spreadsheets.
- ❖ Experience as a grower is an asset.
- ❖ Trades experience is an asset.
- ❖ Use of personal vehicle to travel to and from work and run local errands.
- ❖ Valid driver's license.
- ❖ Experience safely operating a vehicle towing a trailer and properly strapping loads.
- ❖ Ability to lift 75 lbs.
- ❖ Ability to manage other team members for future company growth.

Contact Us to Apply

Send your resume with a compelling letter or creative submission to
hello@wolpinenterprises.ca.

