

Experience:

Ag Supply Manager – Earthbound Farm – San Juan Bautista, CA

November 2017 – June 2019

- **AG SUPPLY MANAGEMENT** – Assisted with contract negotiations for growing and harvesting for Earthbound Farm row crops. Oversaw all aspects of ensured supply row crop program to meet customer demands. Worked with both internal and external farming and harvest partners to manage supply across both Salinas and desert seasons.
- **AGRICULTURAL SUPPLY DEVELOPMENT** – Managed Earthbound Farm seed variety trial program for tender leaf and commodity programs. Focused on specific development in multileaf/salanova varieties for Spring Mix reformulations. Developed additional variety usage for chopped and washed leaf romaine.
- **AGRICULTURAL INNOVATION** – Member of cross functional innovation team, working across departments to execute company wide product innovation program. Managed all aspects of agriculture supply and operations for team including seed trials, harvesting. The team launched 20+ new commodity items in six months.
- **PROJECT MANAGEMENT** – Managed, oversaw and implemented all projects through the Ag Supply and Earthbound Farm Farming operations including seed trial programs, new commodity and tenderleaf product launches and harvest and cooling trials.
- **CONTINUOUS IMPROVEMENT** – Member of cross functional continuous improvement team focused on delivering cost savings across multiple functions. Managed over \$4 million in cost savings projects for the past 18 months.
- **SUPPLY FORECASTING** – Manage short and long term supply forecast for Earthbound Farm row crop commodities and finished goods supplies for Romaine. Develop alternatives to manage through supply gaps to cover production and orders. Acted as the liaison with Sales team and Harvest team to manage row crop harvests to meet customer demands.
- **GROWER RELATIONS** – Created and developed mutually beneficial relationships with row crop and leafy greens growers across California, Nevada and Mexico. Developed specific programs to balance supply needs during the desert and Salinas seasons and enhance sales through field level innovation efforts.

Product Manager - Fruit

June 2013 – November 2017

- **OPERATIONS & QA MANAGEMENT** – Manage cooler repack operations for berries, avocados, apples and pears to meet customer orders and manage through on hand inventories. Work collaboratively with on-site QA departments both internal and third party to meet all internal and customer specifications. Wrote and managed the implementation of internal specifications for grading berries as to better manage customer and grower expectations.
- **INVENTORY MANAGEMENT** – Manage inventory of organic berries (strawberries, blueberries, blackberries), mangoes, apples, pears and avocados at four different cooler locations. Manage inventory and reconciliation vs. sales purchases each day. Collaboratively developed inventory management solutions with outside coolers and internal teams to meet the needs of all users.
- **SALES OPERATIONS** – Develop and repack SKUs in collaborate with sales team to fulfill customer needs and increase the depth of product line available to customer. Develop additional pack sizes, including packaging and all supporting materials with marketing team. Managed P&L for avocado and berry program, delivering YOY growth for top and bottom line.
- **FORECASTING** - Forecast customer needs with sales team and work with growers to fulfill incoming orders in short term. Long range forecasting done with growers and shippers to determine proper size and variety selection to best meet customer demand.
- **TRANSPORTATION** – Oversee commodity import, transfers, delivery and distributions. Work with internal transportation department to ensure correct, on-time deliveries at lowest costs.
- **GROWER RELATIONS** – Manage grower relations and purchasing for Avocado program from US and Mexico.
- **SOFTWARE DEVELOPMENT** – Testing and development throughout all stages of SAP implementation. Served as department superuser with advanced use knowledge for sales, inventory and product management.

Sales & Ag Operations Manager - Royal Rose - Salinas, CA

August 2010 – January 2013

- **INVENTORY MANAGEMENT** -Manage organic and conventional inventory for up to five commodities, under multiple labels, in three warehouse locations. Managed inventory to maximize profits based on availability and seasonality.
- **FORECASTING** - Liaison with harvesting companies and growers, forecasting harvest availability, based on sales, quality and yield. Managed harvest and cooler inventories to daily sales forecasts for consistent and seasonal items.
- **TRANSPORTATION** – Managed transportation from field through to customers for all commodities. Contracted all direct sales and cross dock trucking for all cooler locations.
- **FOOD SAFETY** - Managed food safety and compliance program. including all audits, corrective actions and field visits.
- **SALES OPERATIONS** - Manage all aspects of sales operations based on daily harvest estimate

Raw Product Procurement Manager - Taylor Farms CA/AZ - Salinas, CA

June 2006 – August 2009

- **INVENTORY MANAGEMENT** – Managed organic and conventional inventory for raw product and finished good inventory for all specialty products, based on daily sales volume and harvest forecasts.
- **PROCUREMENT** - Sourced organic and conventional raw and finished goods products from outside suppliers. Ensured forecasted finished goods needs were procured and met for sales budgets.
- **GROWER RELATIONS** – Planned and negotiated grower contracts for 10 conventional and organic commodities.
- **FORECASTING** - Managed all aspects of organic and conventional raw product and finished goods forecasting for specialty commodities. Created internal forecasting tools based on historical supply, demand and pricing information on all specialty raw product items.
- **FOOD SAFETY** - Liaison between specialty suppliers and food safety department to ensure all requirements and food safety regulations were being met in a timely manner.

Software Platform Proficiency: Microsoft Office, Axapta, Famous, SAP

Languages Spoken: English and Spanish

Education: **California State University, Chico** – Chico, CA
Degree: B.A. Liberal Studies

Graduated: Dec. 2005
Minor – Agricultural Business