

John Alderete
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Career Profile Highly motivated professional with over 35+ years of Agricultural sales and farm management experience.

Key Skills Self Motivated, Problem solver, Bilingual English/Spanish, Knowledge of food safety and third party audits

Experience:

Keithly-Williams Seeds Salinas, CA

Planter Sales and Service

10/2011-3/2019

Planter and transplanter sales and service through Monterey County and San Joaquin Valley
Knowledge of all planters and transplanters used for all vegetables. Including Mechanical
Transplanters, Monosem vacuum planters, stanhay belt and airbox planters and Agri-cola
vacuum planters

Nor-Cal Precision Growers Inc. Hollister, CA

Farming Manager

5/2010-10/2011

Oversaw ground preparation, planting and harvesting of 87 acre ranch

Gold Star Motors/GMC Buick Salinas, CA

Sales

12/2009-4/2010

Outside sales of new and used vehicles to local agricultural and general businesses. Contract
maintenance, vehicle service, and parts of local businesses

Colorful Harvest Salinas, CA

Sourcing and Food Safety Manager

1/2009-12/2009

Successfully contracted growers for several commodities and maintained grower relations
throughout California and Mexico. Quickly developed a strong business and personal
relationship between sales staff and growers. Developed food safety programs and organized
audits. Maintained and managed year round food safety programs required by the food service
industry. Educated growers on programs to maintain required procedures to successfully
surpass requirements.

Fresh N Healthy Farms Gilroy, CA

Ranch Manager

12/2007-12/2008

Managed ground preparations, plantings, spraying, and harvestings for 500 acres of Spring Mix, Radicchio, Spinach, Frisse, and Squash commodities. Maintained food safety program, water and product sampling. Conducted food safety meetings and trained over 35 employees on food safety requirements. Communicated harvest schedule with sales staff. Organized planting, harvest and employee schedules. Directed mechanics to maintain service of all farm equipment. Procurement of all vegetable seed, organic and conventional fertilizer, and organic and conventional spray materials. Conducted ranch audits and dealt with County Ag Commissioner, Organic certifications and customers independent food safety Auditors. Successfully secured leases on farm land and maintained a working communication with landowners. Expanded working relationships with farm supply vendors. Knowledge of Leafy Green Agreement and GAP program.

Gourmet Veg-Paq Inc. Gilroy, CA

Ranch Manager

12/2001-12/2007

Managed ground preparations, plantings, spraying, and harvesting for 500 acres of Spring Mix, Radicchio, Spinach, Frisse, and Squash commodities. Maintained food safety program, water and product sampling. Conducted food safety meetings and trained over 65 employees on food safety requirements. Communicated harvest schedule with sales staff. Organized planting, harvest and employee schedules. Directed mechanics to maintain service of all farm equipment. Procurement of all vegetable seed, organic and conventional fertilizer, and organic and conventional spray materials. Conducted ranch audits and dealt with County Ag Commissioner, Organic certifications and customers independent food safety Auditors. Successfully secured leases on farm land and maintained a working communication with landowners. Expanded working relationships with farm supply vendors. Knowledge of Leafy Green Agreement and GAP program.

Summit Seeds Salinas, CA.

Vegetable Seed Sales

11/1989-12/2001

Built a customer base within Monterey and San Benito Counties.

Sustained year round sales of all commodities grown in these regions. Worked with producing seed companies to develop improved varieties by trials in customers field such as lettuce, spinach, broccoli, cauliflower. Provided recommendations to growers to maximize yields and yearly profits. Managed and maintained warehouse inventory control, shipping and receiving and local deliveries.

Harris Moran Seeds Salinas, CA
Sales and Serviced Stanhay Precision
6/1982-11/1989

Sales of Stanhay planting equipment for the Western Region of the United States. Designed and built custom Stanhay Precision Planters to ensure lower cost of seed and increased harvest profits. Performed year round customer service in house and in the fields on new and used equipment. Rebuilt planter units for growers to maintain proper performance.

Education Gonzales High School, Gonzales, CA. 1982

References:

Julio Lopez, Costa Farms HR Manager (831) 821-0130
Joe Siemas, Sales Rep Monosem Planters (209) 607-0323
Jim Muscio, Owner Agri-Frame (831) 675-2580
Rafael Sanchez, Planting Manager T&A (831) 229-0129
John Harris, California Transplants (559) 469-3442