

# JOSE AGUILAR

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## MY STORY

Having grown up in the Salinas Valley, produce has always been an important part of my life. When I'm not working, I'm spending time with my family or working out. I'm highly dedicated and skilled Pest Control Adviser with an excellent customer service record and superior eye for detail for over 16 years. Strong background in crop quality & thorough pest control & nutritional balance for plants and soil. Confident to recommend pesticide & fertilization treatments & programs.

## SKILLS

- Bilingual in Spanish/English
- Computer proficient
- Excellent communication skills
- Relationship Management

## EXPERIENCE

### HEALTHY SOIL COMPANY.

Gonzales, CA

#### Sales Representative

02/2019 to Current

- Growing key customer accounts, including new clients, trial scheduling & customer support
- Scouting crops to identify nutritional deficiencies & pest issues
- Creating branding initiatives by marketing & providing assistance to growers & Pest Control Advisers

### FUSION 360 INC.

Turlock, CA

#### Sales Account Manager

02/2017 to Current

- Nurtured & grew key customer accounts & profits by 30%, including new clients, & customer support
- Scouted crops to identify nutritional deficiencies & pest issues
- Created branding initiatives by marketing at trade shows & provide assistance to sales team, grower's PCA's

### WINEGRAPE INSPECTION PROGRAM

Clovis, CA

#### Winegrape Quality Inspector

08/2016 to 12/2016

- Facilitated inspection procedures according to the CA & CDFA codes
- Determined & certify of soluble solids and defects in the loads of grapes
- Prepare inspection certifications, meet production goals and maintain records

### KLEEN GLOBE INC.

Castroville, CA

#### Pest Control Adviser

07/2006 to 02/2014

- Evaluate and recommend spray jobs for pest management on vegetables
- Scheduled treatments with production and harvesting managers
- Generate weekly pest disease reports & develop IPM plans including trapping, spraying, & treatments
- Maintained daily record keeping and assisted in soil and tissue sampling

### GOLDEN STATE BULB GROWERS

Moss Landing, CA

#### Spray Application Manager

10/2003 to 05/2006

- Complied with state & local pesticide use regulation & planned safety training programs
- Managed all aspects of entire pesticide applications on flowers & bulb production. Improved equipment projects, construction of spray rigs

### DUDA FARM FRESH FOODS

Salinas/Oxnard, CA

#### Research Production Supervisor

06/1999 to 09/2003

- Coordinated lettuce & celery production trials & research seed variety information maintain & seed trial observation database.
- Involved in the development of new conventional & transgenic varieties to increase sales.

## EDUCATION & LICENSES

California State University - Cal Poly, San Luis Obispo CA, CROP SCIENCE, 1999