



Grower Relations Analyst

Reedley, CA

Dayka & Hackett LLC. is a leading grower, packer, shipper and importer of fresh fruit to North American supermarkets and club stores. The company specializes in global sourcing of table grapes, citrus, tree fruit, mangos, kiwi and Asian pears from Brazil, California, Chile, Mexico, Peru and Uruguay. Dayka & Hackett LLC maintains offices in Wilmington, DE and Edinburg, TX with headquarters in Reedley, CA. We are currently seeking a dynamic Grower Relations Analyst to join our team in Reedley, CA.

The Grower Relations Analyst works with a highly successful team overseeing sourcing and importation of fresh fruit from leading growers around the world. This is a unique opportunity to join a progressive company with growth potential.

The Grower Relations Analyst is responsible for managing the product cycle from grower to customer. The analyst works closely with sales and marketing to meet customer supply needs. This position works in conjunction with the entire import management team in order to develop a sourcing strategy that delivers competitive and innovative products to our customers. The process requires critical thinking and careful analysis at each level. Analysis can be very detailed and tedious at times. Networking and resourcefulness are critical to the process.

Responsibilities

- Establish and maintain relations with a wide network of growers around the world.
- Gain a full understanding of each grower and crop potential.
- Assist the contract administrator in collecting information for formal contracts and collect/create related documentation.
- Gain a thorough understanding of customer product needs and expectations. Develop and communicate detailed product specifications as required for customer and growers.
- Attend grower meetings to gain an understanding of their capabilities as well as past performance
- Analyze grower actual versus forecasted volumes and identify and explain variances.
- Analyze sales activity for customers for various programs comparing actual versus forecasted and historical activity.
- Acquire and maintain knowledge of import and export requirements, rules and regulations on the local, state, federal, and international levels.
- Evaluate financial impact of commitments and advances for products sourced.
- Assist with grower insurance claims for distressed and/or delayed cargo.
- Analyze vendor services and cost structures related to the movement of grower cargo.
- Review and update packaging material, artwork, and customer specifications.
- Analyze market and industry trends surrounding new varieties, new supplier regions, pricing, and packaging trends.
- Process troubles with rejected fruit.
- Other duties as required

Qualifications

- BA/BS in Agricultural Business, Global Business and/or International Business required
- Excellent verbal and written communication skills coupled with strong interpersonal skills required.
- Proficient in Microsoft Excel and pivot tables; Microsoft Access experience a plus.
- Ability to work in a fast-paced environment and multi-task
- Fluency in Spanish required

Compensation

- Competitive pay with company paid medical, dental and life insurance
- Vacation and paid time off
- 401(k) programs with employer contribution
- Bonus plan

For consideration please submit your résumé to: careers@daykahackett.com