



**Open Position:** Avocado Account/Business Development Manager  
**Location:** Ventura, 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 the global sourcing of table grapes, citrus, tree fruit, avocados, mangos, kiwi and Asian pears from Brazil, California, Chile, Columbia, Mexico, Morocco, Peru and Uruguay. Dayka & Hackett LLC. maintain offices in Wilmington, DE, Edinburg, TX and Ventura, CA with headquarters in Reedley, CA. Dayka & Hackett LLC. is currently seeking an Avocado Account/Business Development Manger to join our Ventura, CA office.

**Job Description:** The Avocado Account/Business Development Manager is responsible for developing and maintaining strong customer relationships with existing and new clients. They will be required to sell fresh avocados as well as assist in selling the other company commodities when needed.

**Job Duties:**

- Work closely with the VP of Avocados in building a target list of customers
- Identify and strategically pursue opportunities based on industry trends
- Understand and analyze the avocado market, including:
  - Daily market quotes, short-term advance pricing and contract pricing
- Sales planning and market forecasting
- Customer forecasting
- Track and analyze customers buying frequencies
- Travel to attend industry and customer-specific trade shows, conferences, and meetings with prospective and existing customers
- Work closely with the accounting team in managing own accounts receivables

**Requirements:**

- Have an established book of business
- Proficient in Microsoft Office Applications
- Great communicator with an emphasis on servicing the customer
- Self-starter, organized, and able to multitask
- Bilingual Spanish is a plus, but not required

**Education and Experience:**

- Bachelor's degree in marketing, Business, or related field
- 5+ years of sales experience selling avocados

**Travel:**

This position requires up to 25% overnight travel, usually within the U.S

**Other Duties:**

Please note this job description is not designed to cover or contain a comprehensive listing of activities, duties or responsibilities that are required of the employee for this job. Duties, responsibilities and activities may change at any time with or without notice.

**Compensation:**

- Competitive pay
- 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](mailto:careers@daykahackett.com)