



## **Research Farm Product Development – Trial Coordinator Felda, Florida**

Do you have experience in research project support in the vegetable seed industry? Are you self-motivated and have an interest in developing new crop varieties? Would you like to be part of a team that successfully develops innovative products? If so, you are the Trial Coordinator we are looking for to join our Rijk Zwaan USA Research Farm Team in Felda, Florida.

### **The role of Trial Coordinator at Rijk Zwaan USA**

In this role, you are responsible for product development, providing technical support for commercial introductions and research project support, and for creating commercial opportunities for the total Rijk Zwaan USA assortment in the East Coast region. The work is varied and is carried out on the farm and in office, with occasional travel.

The Trial Coordinator position is focused on just that, coordinating the various stages of trial activities. These include frequent communication with breeders/crop specialist/sales reps/supervisor on organizing trial plans and working closely with the farm team toward the best possible outcome of vegetable variety research.

### **What are the typical responsibilities for the Trial Coordinator Rijk Zwaan USA?**

- Test varieties in pre-commercial phase to verify if they are suitable for the market and to assigned areas.
- Develop trials plans in coordination with Breeders/Crop Specialist/Sales Rep/Sales Manager, and select growers where trials are carried out.
- Implement field and greenhouse trials and oversee sowing, transplanting, cultivation and harvesting.
- Carry out field trial mapping, staking and labeling of field signs.
- Carry out seed processing activities; maintain good seed inventory practices including germination testing.
- Carry out trial evaluation and qualitative tests (shelf life, taste, brix, etc.)
- Register and send trial evaluation results to Breeders/Crop Specialist/Sales Rep/Sales Manager.

- Acquire detailed knowledge of the regional market for all crops developed in terms of segments, products and opportunities, through regular visits of the market supporting Breeders/Crop Specialist/Sales Rep/Sales Manager.
- Create opportunities for sales and promotion of Rijk Zwaan varieties according to the commercial objectives, visiting growers, plant raisers, dealers and supply chain partners in accordance with the Sales Rep.
- Carry out and participate in promotional and marketing activities of the company, such as demo days, exhibitions and seminars.
- Provide detailed technical growing advice to growers, plant raisers and distributors to achieve as high as possible market share for Rijk Zwaan varieties.
- Support the Crop Specialist/Sales Rep with the sales forecast per variety.
- Deal promptly with potential complaints.
- Issue weekly report on performed activities, sales opportunities in the area of activities of competition.
- Effectively communicating regularly and with peers and supervisors regarding the status of projects and work activities.
- Performing all tasks behaving in a manner compliant with and in support of all safety related company policies and practices, including completing all required Company training courses and attending local safety and tailgate meetings.
- Perform other duties as assigned.

### **Additional Information**

- Physical demands of the essential functions; Capable of working in high or low temperature conditions in the field or greenhouses. Capable of lifting up to 50 pounds. Capable of working long hours during time-critical periods of the research cycle.
- Potential allergens-pollen, fungal spores, chemical pesticides in field or greenhouse. Exposure to high and low temperatures, sun, rain, high humidity and dust.
- While performing the duties of this job, the employee is regularly required to stand, walk and talk to hear. The employee frequently is required to use hands to handle or feel objects, tools, or controls, and reach with hands and arms.
- Must have a valid driver's license.
- All applicants must be eligible to work in the US.

**We are seeking the following for the position:**

- University degree in Agriculture or related field.
- 5+ years work experience in the vegetable industry preferred.
- Self-motivated, good analytical and interpersonal skills in an international environment.

**Excellent Benefits:**

Health, Dental and Life Insurance, Long Term Disability, FSA, Employer Funded HRA, family fitness benefit, and exceptional 401k matching program.

**Are you interested to apply?**

Do you see yourself as the ideal candidate? Please upload your resume and cover letter to:

[https://recruiting.myapps.paychex.com/appone/MainInfoReq.asp?R\\_ID=5027279](https://recruiting.myapps.paychex.com/appone/MainInfoReq.asp?R_ID=5027279)

You can address your cover letter to Rick Falconer, Managing Director of Rijk Zwaan USA.

Our human resources department will consider your application carefully, which may take some time. You will hear from us as soon as possible. An assessment will be part of the procedure.

Direct application status inquiries to HR-USA@rijkszwaan.com

Rijk Zwaan USA starting base salary ranges are determined by location, role, and level and reflect a minimum and maximum target for new hires for this position across all of our US locations. Within the base salary range, an employee's pay is determined by work location and other factors, including job-related skills, experience, and relevant education or training. Your recruiter or hiring manager can share more about the specific salary range for the position and required work location(s) during the hiring process.

**Is Rijk Zwaan your new employer?**

Rijk Zwaan USA with headquarters in Salinas California is one of the subsidiaries from where we support all commercial related activities in North America.

Rijk Zwaan is an international family company with a people-oriented culture. Rijk Zwaan is right at the start of the food chain. We develop vegetable varieties and sell the seeds produced from them globally. We take great pride in contributing to the health and well-being of people all over the world. Rijk Zwaan currently employs over 3,900 people globally in over 30 countries. Our most important focus is the growth for our people: we give you every

opportunity to use your own initiative and achieve your full potential. Working with colleagues to produce the best and tastiest vegetables. We continuously strive to work together towards a healthy future.

To explore other job opportunities with Rijk Zwaan visit [www.rijkwaaanusa.com](http://www.rijkwaaanusa.com)