



Regional Agronomist – Eastern Canada

Search Profile

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THE ORGANIZATION

Our client, The Little Potato Company, began its journey in 1996 with the owners (Jacob and Angela – father and daughter) wanting to be able to produce little creamer potatoes, like what Jacob knew from his Dutch roots. They grew their first acre by hand; planting, weeding, harvesting, and washing it themselves. They then packed them into the back of Angela’s hatchback, setting off to farmers markets and restaurants. The potatoes were popular with chefs early on, with one of their first accounts being the Banff Springs Hotel. Jacob and Angela bought their first plant in 2000 and with their continued success, have expanded to increasingly larger facilities over the years with their current production facility located in west Edmonton. With further expansion and growth across Canada and into the United States, LPC partnered with a co-packing plant in PEI and opened a second production plant in DeForest, Wisconsin. Today, Angela leads the organization as CEO and Jacob runs a research and breeding company for little potatoes. The Little Potato Company has grown to have products on store shelves in every Province in Canada and State in the United States and operates with over 360 employees across Canada and the United States.

The Little Potato Company continues to experience growth year over year and continue to be the market leading producer of Creamer potatoes. They continue to set their sights high with their purpose being to “Save the Potato. Feed the World, better” where “everyone, everywhere deserves to have healthy, great food”. At The Little Potato Company, they believe in living by a set of deeply held core values representing both their history and how they strive to live every day to make the world a better place. The core values that guide their corporate family are:

Family: Since the very beginning, everything we’ve done has been built around family. We honor the importance that family has in our employees’ lives and encourage a healthy work life balance. We create a space for workplace well-being for ourselves and each other.

Go Beyond: We know that employees come to us with their own experience and expertise. We encourage everyone to go beyond a job description and to explore, learn, and share. It opens a new world of possibilities that can lead to greater success for all.

Elevate others: We’re diverse and inclusive, which leads to fresh ideas, innovative solutions, and unique shared experiences. We build relationships by practicing humility, vulnerability, respect, and speaking clearly and kindly.

Down To Earth: Wherever we are and whomever we are with, we are approachable, genuine, and warm. We humbly acknowledge the simplicity and significance of growing good food for others.

Do What You Say: We own and take responsibility for our actions, our development, our misses, and our wins. We’re reliable, accountable, and honest.

It is a great time to join The Little Potato Company as they continue to grow and be a North American producer of their unique, healthy, and delicious Little Potatoes! For further information on The Little Potato Company, please visit their website at www.littlepotatoes.com.

THE OPPORTUNITY

Reporting to the Director of Agronomy, the Regional Agronomist for Eastern Canada will be responsible for the overall continuous improvement of both creamer and seed potatoes across Eastern Canada. The Regional Agronomist will be accountable for maintaining the technical relationship with all our farmers in PEI, Nova Scotia, and Ontario. The Agronomist will have a clear focus on improving yield and quality of the raw product, while driving down production costs and improving grower profitability by utilizing company best management practices, industry knowledge, variety development and agronomic research to reach our targets. You will work closely with farmers and the field management team to ensure that the agronomy, research, and production plans are precisely executed. The ideal candidate will have an extensive background in potato agronomy with prior agronomy and/or agriculture research experience.

RESPONSIBILITIES

- Manage grower relationships from a technical standpoint, maximizing yield and quality.
- Provide technical and crop intelligence advice to regional field and operations staff.
- Develop and implement agronomy programs and plans for creamer & seed farmers.
- Collaborate with growers, 3rd party researchers and department staff on agronomic research trials.
- Advise growers on storage best management practices for creamer & seed production.
- Conduct in-season crop assessments including yield projections and forecasting.
- Liaise with regional crop consultants and local research community.
- Organize & present crop year and research results annual grower meeting.
- Work closely with the Variety Commercialization Agronomist to ensure implementation of research outcomes as well as provide input for future research.
- Train all regional staff on potato quality and agronomics.
- Directing, advising, and mentoring field reps on agronomy activities in the growing regions.
- Work closely with Field Management on Seed planning, variety performance and production.
- Lead post season review crop improvement process.
- Accountable for the execution of top kill program with support from field reps.

FIRST YEAR – MEASURES OF SUCCESS

- LPC has set a BHAG (“big hairy audacious goal”) as it relates to their yields, pack-out and quality. Work collaboratively as a team, both internally and with growers, to meet or exceed KPI targets.
- Develop strong working relationships with contract growers and the LPC agronomy team.
- Execute well on the annual crop plans and processes, staying within budget.
- Communicate proactively and effectively with internal and external stakeholders.
- Live the values of The Little Potato Company.

THE INDIVIDUAL

Given the pivotal role this individual will be expected to play in achieving the strategic objectives of the company and in supporting the success of the organization, it is essential that the successful candidate possess the following core competencies, experience, and attributes:

Education

- Bachelor of Science or Master of Agriculture
- Professional Agrologist Designation or eligibility
- Certified Crop Advisor Designation considered an asset.

Experience

- 3 - 5 years experience needed in the agriculture industry; specifically, in horticulture and/or field crops.
- Farming background considered an asset.
- Certified Crop Advisor Designation considered an asset and encouraged for professional development.
- Driver's license required.
- Travel frequency 20%
- Potato industry experience considered an asset.

Competencies and Knowledge

- Ability to establish strong working relationships with staff and external consultants.
- Ability to work under pressure to meet deadlines.
- Effective time management skills.
- Excellent oral and written communications skills.
- Proven ability to establish and maintain harmonious working relationships with others.
- Proven ability to work independently or as part of a team.
- Proficiency in the use of computers and Microsoft office programs.
- Ability to work in outdoor conditions (fields and storage).
- Ability to lift 50 lb samples.
- **Must be willing and able to travel 20% (the majority within PEI)**

Personal Profile

- Self-starter
- Ability to build and maintain strong relationships
- Highly accountable
- Detail oriented with analytical skills
- Positive attitude and energy
- Strategic and operational performer
- Collaborative
- Critical thinker with problem solving skills
- Self-motivated with the ability to work independently and without supervision
- A positive attitude when faced with adversarial situations
- Exhibits sound judgment

COMPENSATION

An excellent compensation package awaits the successful candidate.

LOCATION

Charlottetown, Prince Edward Island

The successful individual will work from the office and is expected to be in the field and at grower sites between 60-70% of the time.

HOW TO APPLY

For the opportunity to join **Little Potato Company** in the role of **Regional Agronomist – Eastern Canada**, please email your resume to DreamBig@profoundtalent.com referencing **Position ID #AHJM-853081**.

Should you have an inquiry regarding this position, please contact Stacey Laing at 587-200-0114 ext. 104.

For further information on **ProFound Talent Inc.** please visit: www.profoundtalent.com

** We thank all applicants for your submissions, however only candidates being considered for this role will be contacted. **