

Job Title:	<i>Grower Relations</i>
Reports To:	<i>CEO</i>
Creation Date:	<i>July 2018</i>
Location:	<i>Southern California (El Centro Office)</i>
Starting Date:	<i>Immediately</i>

About SWIIM

SWIIM accounts for agriculture water with the same precision a CPA accounts for finances. SWIIM is a new standard in water measurement that provides growers an accurate accounting of the water both delivered and consumed on their fields. This patented process was developed with the help of the USDA, and has become an invaluable solution to farmers and water agencies as they face increased regulations, water restrictions, and water costs.

Job Description

The grower relations representative serves as a liaison between SWIIM System and its grower customers, which includes; managing grower relationships, developing and implementing grower communication programs, evaluating grower water management practices, communicating best practices, and coordinating and managing the use of SWIIM System software, consulting, hardware, and other services.

Qualifications

- A bachelor's degree in an agriculture discipline.
- 4 or more years of related experience in farm and/or agriculture water management.
- Verifiable, clean DMV record and the ability to travel to various locations throughout California, some travel throughout the U.S. (as needed).

Duties and Responsibilities

This position has 4 main duties, as specified in the following roles:

Role 1

- Managing ongoing relationships with multiple customers at locations mostly throughout Southern California (with some travel to Colorado and Arizona). This includes field activities around water measurement and related telemetry equipment. This position is based in Southern California, but deployments span

SWIIM System, Ltd.

2442 South Downing Street, Suite 250, Denver Colorado 80210
Corporate Office: 303-698-9100 | www.swiimsystem.com

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Please follow the application process as outlined in this summary.

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from the Central Valley to Imperial with activity throughout Imperial (surrounding area) Yuma, Coachella, San Diego, Fresno, Tulare, Kern, Salinas, and San Luis Obispo counties. Additional activity will include Colorado (to a lesser degree).

Role 2

- Responsible for ongoing review of service and reporting with grower customers. Ability to discuss and provide advice on irrigation and water delivery practices. Responsible for interactions with the grower's staff including collecting required crop and other data. Responsible for quarterly, annual, and other grower meetings to review our service delivery and look for opportunities for improving our results. Work closely with sales and field service staff to ensure customer needs are met.

Role 3

- Continually consider new and innovative ways to further refine the company's services. Identify and collect suggestions and/or recommendations and voice such ideas to senior team members and look for ways to improve our service offerings.

Role 4

- Effectively communicate complex concepts verbally and in writing with clients, agencies, and other stakeholders. He/she must also demonstrate personal accountability in setting and meeting project milestones and producing client deliverables with minimal supervision.

Salary and Benefits

- Competitive salary
- Company paid health, dental, and vision insurance
- 401k

Other

- Reside (or be willing to relocate) to the Imperial/Yuma area.
- The position requires a solid understanding of agricultural on-farm operations and water management, or the ability to quickly develop such knowledge and understanding.
- Utilize all capabilities to satisfy one mission — *to enhance the competitiveness and success of our clients*. Do everything possible to help our clients succeed by being curious and striving to understand what others are trying to achieve, planning and executing work in a helpful and collaborative manner, being willing to *adjust efforts* to ensure that work and attitude are helpful to others, being self-accountable, creating positive impact, and being diligent in *delivering results*.

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- Maintain a clean DMV record and the ability to travel to locations throughout Southern California, but also at times to Central California, Colorado, Arizona and other locations as such needs arise.
- All other duties as assigned.

Work Environment

The position carries a good bit of time in-field, and as such, vehicle travel throughout the each of the company's regions is expected with some airplane travel. The regional office is currently located in El Centro, but the candidate does not need to visit the office daily and as such, may reside throughout the Southern California (inland) or Yuma area.

The applicant must be able to work in an office at times, as well as an outdoor field environment (primarily). This may include working in extreme summer heat or in cold winter conditions and requires significant walking throughout agricultural fields.

While performing the duties of this job, the associate is regularly required to talk or hear. The associate frequently is required to stand, walk and sit. The associate is frequently required to use hands to finger, handle, or feel objects, tools, or controls and reach with hands and arms. The noise level in the work environment is usually moderate.

Physical Demands and Work Environment

The physical demands and work environment described herein are representative of those that must be met by an applicant to successfully perform the essential functions of this job. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions.

Equal Opportunity Employment Policy

SWIIM System, Ltd. is an equal opportunity employer. We do not discriminate in employment and personnel practices on the basis of race, sex, age, handicap, religion, national origin or any other basis prohibited by applicable law. Hiring, transferring and promotion practices are performed without regard to the above listed items.

Application Process

If you are interested in the above-referenced position send your cover sheet and resume with your contact information to: hiring@swiimsystem.com.

By submitting information to us through the email address listed above, you understand that your materials may be viewed by multiple parties affiliated with SWIIM and although we will do our best to treat your materials with discretion, there is no guarantee of confidentiality.

Please do not contact us prior to sending your resume or to follow up on review status of your materials – upon receipt of your information we will contact you if we require further information or have interest in further discussions around potential employment.

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Employment Opportunity

Acknowledgement

I have read and understand the duties and responsibilities of this position and accept them. The primary function of this position is clear to me and I understand its importance to the overall success of the company. I have read the essential position functions and can perform them:

- With accommodation (please attach details)
- Without accommodation

Applicant's Signature

Date

Print Name

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