



NOW HIRING: Trials Manager

Reports to: General Manager

High Mowing is an independent business dedicated to supporting sustainable agriculture by providing organic growers with the highest quality, certified organic seed. We offer over 500 different types of vegetables, flowers, culinary herbs, medicinal herbs and cover crops, as well as growing supplies and books. We supply seeds both retail and wholesale to several different markets: home gardeners, commercial growers, retail stores and other retail seed companies. We conduct extensive trials on our 4 acre trials fields to find and develop varieties that are specifically adapted to the needs of organic gardeners and farmers.

This is a full-time year round position.

Trials Planning:

- Work with R&D team to develop goals for the trials, including multi-year trials goals
- Create the trials plan for the year, including what is in the variety evaluations, vendor evaluations, and showcase garden
- Manage budget for trials and participate in monthly budget reviews, and annual budget planning
- Purchase supplies and coordinate with Production on inputs needed for fertility, etc.
- Write grants for special projects that would enable useful research through the trials

Product Development/R&D:

- Review farming publications, seed catalogs, blogs, e-newsletters, etc. to keep current on trends and areas we should be becoming more knowledgeable and items we should be trialing
- Conduct evaluations of crops, put together end of year trials report, and use reports as a tool for sharing information with R&D team
- Visit growers, trial grounds and breeding facilities around the country
- Participate in decision-making process for what items to add/drop from catalog with R&D team

The Source for Certified Organic Seeds Since 1996

76 Quarry Road ~ Wolcott, VT 05680

Phone: 802-472- 6174 ~ Fax: 802-472-3201

www.highmowingseeds.com



- Serve as an internal point person for crop and variety questions
- Develop relationships with vendors and stay abreast of new varieties that may become available organically. Share trial results with vendors and let vendors know what slots we are looking to fill with new varieties

Trials Garden Care:

- Hire and manage trials crew (and interns) and ensure schedule for planting, weeding, and other care occurs
- Manage crew schedules and ensure jobs for each day are clearly laid out and be available to provide direction and answer questions
- Ensure trials tools and supplies are available as needed and keep track of when re-ordering is needed
- Work with Production to ensure that the spray schedule, cover cropping, cultivation, and mowing are done on schedule
- Coordinate with Production regarding hoop house set up, projects, and special needs
- Ensure that schedule for watering the greenhouse is set up and that watering happens

Sales & Marketing activities:

- Work with sales and marketing manager to plan and carry out field days to showcase trials, the work of High Mowing, and to solicit input from customers
- Help set up photos for catalog and other High Mowing marketing activities, review and provide input on how to best show the varieties in the appropriate context.
- Draft descriptions for new varieties and annually review existing variety descriptions, cultural information and other catalog/web/seed packet copy
- Represent High Mowing at conferences and events
- Lead workshops and serve on panels to talk about seed starting, variety selection, sustainable agriculture, trends in organics, and other relevant topics
- Serve as an in-house resource and trainer for customer service staff on seed and growing information
- Work with web site manager to provide content for web site, e-newsletter and blog



Qualifications

- At least 3 years working in a significant role on an organic vegetable farm
- Research experience, ideally in the horticultural field
- Strong analytical skills
- Experience managing people and budgets
- Experience using Excel and other software for compiling data and doing analysis
- Team player
- Self-directed and able to identify what needs to be done and figure out the best way to approach it
- Excellent writing and communication skills

Send résumé and cover letter to Meredith Martin Davis:

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