

# PRODUCE BUYER

A produce buyer purchases produce to be made into other products or resale in a retail environment.

## WHAT RESPONSIBILITIES WILL I HAVE?

- Manage sourcing strategy, including contract and negotiation decisions, to improve quality and profitability
- Negotiate raw product contracts with growers and brokers based on quality parameters
- Create custom market and sourcing reports for distribution internally and externally
- Be the company expert in matters related to raw product quality, market trends and the science of perishable inventory management
- Travel to grower fields to monitor progress of contracted crops
- Effectively communicate with suppliers to ensure timely deliveries, excellent product quality, continuous improvement for cost reductions and improving lead times
- Facilitate the development of new suppliers in collaboration with quality assurance in order to help them to reach the level of excellence required by company standards
- Evaluate and select suppliers based on their ability to supply product in accordance with the organization's requirements like quality, contract compliance, and accuracy among others
- Work with other parts of the company to determine volume needs or consumer preference



## WHAT EDUCATION & TRAINING IS REQUIRED?

Bachelor's degree in agriculture business, marketing, supply chain management, horticulture, or related field

## THE FOLLOWING HIGH SCHOOL COURSES ARE RECOMMENDED...

Agricultural education, mathematics, statistics, business courses

## TYPICAL EMPLOYERS

Restaurant chains, grocery stores, food service providers, food production companies

## FUTURE JOB MARKET/OUTLOOK



## SUGGESTED PROFESSIONAL ORGANIZATIONS & ASSOCIATIONS

- Supply Chain Management Association
- Council of Supply Chain Management Professionals
- American Purchasing Society
- Produce Marketing Association

## AVERAGE ANNUAL FULL-TIME SALARY

\$76,000