

Hedlin Farms
12275 Valley Road
Mount Vernon, WA 98273
Office: 360.466.3977
www.hedlinfarms.com



Position: Farm Stand Manager

La Conner, Washington

Hedlin Farms is seeking a skilled and enthusiastic Farm Stand Manager to join our team. The Farm Stand Manager is responsible for efficient and profitable management of our La Conner Farm Stand, providing strategic leadership for the seasonal stand team members, and help facilitate a fun, safe, and memorable experience. The Farm Stand operates from May – October and sells farm grown produce and select specialty foods.

See below for details and share if you know someone who'd be a good fit!

Main Responsibilities

Responsible for physical stand operations including merchandising, ordering, scheduling, and employee supervision.

- Manage and develop seasonal stand staff
- Write and oversee seasonal farm stand staff schedules
- Maintain vendor relationships, order product, and manage inventory
- Work with Pack Shed Manager to coordinate produce for the stand
- Ensure product freshness and effective and attractive merchandising
- Participate in strategic discussions for farm stand operation and development with management team
- Assist stand team in daily operations and fill in as needed
- Meet sales goals, anticipate and prepare for sales trends (e.g. seasons, weather, holidays, etc.)
- General cash management and daily reconciliation

Track sales and customer data to support stand operations and provide feedback to farm management team.

- Develop innovative and effective marketing approaches to support overall sales, market specific products, address weather and day-of-week effects, and increase customer retention
- Manage the Square point of sale system

Support overall operations as a member of the farm management team through active participation in meetings, progress reports, collaboration, and proactive communication.

- Contribute to farm business planning by providing expertise on stand operations
- Facilitate a respectful, communicative, and team-oriented working environment
- Work with the farm management team to ensure all farm goals are prioritized effectively

Responsible for maintaining food safety standards and a safe work environment.

- Ensure operations comply with any applicable regulations and Hedlin Farms policies
- Promote and maintain a safe, clean, and organized work environment for staff and customers

Responsible for maintaining excellent levels of customer service.

- Facilitate a fun, safe, and memorable experience for stand visitors and staff
- Be able to communicate information about the farm, produce, growing methods, and products to staff and customers
- Coach and develop seasonal staff on customer service best practices.

Other duties as assigned.

Education & Experience

Qualifications

Retail management experience preferred (familiarity with managing staff, inventory control and management, handling and merchandising fresh produce, and point of sales systems)

- Some college preferred
- Organized and detail oriented
- Strong oral and written communication skills
- Food safety mindset
- Creative thinker and problem solver with the ability to innovate
- Must be able to comfortably lift, push, or pull 50lbs repeatedly
- Valid driver's license and clean driving record
- Spanish language proficiency is a plus
- Able and willing to exchange constructive feedback with team members and management

Competencies

- Cheerful and composed interacting with the public.
- Passion and enthusiasm for farming and stewardship of natural resources
- Energizes & develops people
- Delivers outstanding results
- Integrity
- Customer service mindset
- Team player with a positive attitude
- Willingness to be flexible and adapt to changing job requirements and priorities
- Highly motivated self-starter with the ability to work independently and under time constraints

Availability

- Late May through October.
- Consistent weekend availability a must.
- 30-60 hours/week.

Compensation: DOE.

To apply, please email a cover letter and resume to: kai@hedlinfarms.com