



JOHNNY'S SELECTED SEEDS was established in 1973 by our Founder and Chairman, Rob Johnston, Jr. Today we are *100% Employee Owned*. Johnny's mission is *Helping families, friends, and communities to feed one another by providing superior seeds, tools, information, and service.*

Johnny's is renowned for our exceptional customer service offering seeds, tools, supplies and information to direct-market growers and avid home gardeners. We source, breed, trial, and sell outstanding selected varieties of vegetables, cut flowers, herbs, and farm seed, as well as thoughtfully designed tools and equipment. We take pride in the wealth of information and depth of experience we offer our customer base, nationwide and globally.

We are a strong, stable company focused on growth while still maintaining our small company feel and staying true to our roots. Beautiful Central Maine, where our research farm, fulfillment center, and offices are located, is the perfect launching point for an active, four season life style. Geographically situated halfway between Maine's mountains and its 4500-mile-long coastline, we're a short drive away from resorts, parks, and harbors renowned for a rich diversity of recreational and cultural opportunities.

If you are passionate about good, healthy food and would choose to work for a company with fellow co-owners who are passionate about our mission and values, Johnny's may be the place for you!

Product Technician I

Position Summary

The Product Technician I is the primary technical contact for a defined group of crops and responsible for evaluating the field performance of variety candidates for the Johnny's Selected Seeds product assortment.

The Product Technician I accomplishes this by working closely with product management to acquire and trial variety samples, prepare reports from trials for internal and external use, and answer technical questions about assigned crops as they arise.

This is a full-time position reporting to the Director of Product Selection and Trialing.

Responsibilities

- Conduct annual variety performance trials at the JSS R&D facility to effectively evaluate varieties against JSS product specifications and in line with the JSS mission
 - Receive trial goals from product managers
 - Assemble sample request list with direct oversight from product managers
 - Maintain accurate records of samples requested versus samples received, keep the seed sample inventory tidy (but do not discard anything)
 - Conduct annual PD variety performance trials at the JSS facility within established trial design
 - Effectively and proactively communicate trial needs to the farm team during planning and execution periods
 - Review trials in progress and once evaluated with product managers so they can make product advancement decisions.
 - Record & maintain accurate trial data based on established evaluation criteria
 - Prepare basic internal and external trial reports
 - Prepare basic trial summaries

- Participate cross functionally to integrate the PD trials with Breeder nurseries, regional Sales & Marketing activities, and PM initiatives to support the commercial activities of the company
 - Support product managers during their delivery of field forum presentations
 - Attend crop walk presentations as able
 - Attend breeding team meetings to ensure advancing products are included in the trialing efforts each year
 - Visit production grow outs
 - Work with product managers to maintain alternate product reference
 - Support annual new product presentations
- Function as the primary technical contact for assigned crops with JSS staff, customers, vendors and cooperators
- Support sales and marketing in product promotions by providing basic technical details for specific products as requested by product managers
 - Provide product managers with information necessary to complete NPIS entries
 - Review catalog layouts or portions of layouts as needed/requested by product manager
- Maintain working knowledge with the Johnny's Selected Seeds assortment for assigned crops
- Develop & maintain professional relationships with key supplier companies from whom JSS currently sources product and attend supplier visits as requested
- Maintain records to support reporting of departmental metrics

Education

- High school diploma or GED required.
- BA/BS preferred, or 5+ years of relevant experience.

Qualifications & Skills

- 2+ years applied commercial growing experience, preferably at the same farm
- Commercial variety trialing and/or seed sales representative experience helpful
- Ability to prioritize, self-manage, and seek help when necessary.
- Excellent written and oral communication skills.
- Punctuality and readiness to work.
- Ability to travel domestically and internationally, as required.
- Valid Maine driver's license.
- Ability to function as part of a team.

Physical Requirements

- Capable of physically working outdoors, often in less-than-ideal weather conditions.

Benefits

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| ● Health Insurance (HMO, PPO, HSA) | ● Maternity/Paternity/Adoption & Foster Care Leave |
| ● Dental Insurance | ● Company Paid Life Insurance |
| ● Vision Insurance | ● Voluntary Life Insurance |
| ● Flexible Spending Account (Medical & Dependent Care) | ● Voluntary Pet Insurance |
| ● Employee Stock Ownership Plan & Profit Sharing | ● Company Paid Short- & Long-Term Disability Insurance |
| ● 401(k) | ● Paid Time Off |
| ● Employee Discount | ● Educational Assistance |

Johnny's Selected Seeds is an equal opportunity employer and does not discriminate against otherwise qualified applicants on the basis of race, color, creed, religion, ancestry, age, sex, marital status, national origin, disability or handicap, or veteran status.

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