



## Farmstand Manager (Philomath)

Compensation: \$18-20 per hour (or DOE), plus free farm produce and 20% store and restaurant discount

Employment type: full-time

Gathering Together Farm in Philomath, Oregon, is seeking a full-time Farmstand Manager to lead the operations and development of the GTF Farmstand experience. Our Farmstand is a well-loved on-farm retail and food venue that features organic locally crafted foods and goods, and acts as a hub of community activity from mid-March through the start of winter every year. We operate our own artisan bakery and serve wood-fired pizza, among various food options; and as expected with its direct farming connection, the Farmstand's centerpiece and pride is its wide selection of outstanding GTF organic produce. Beyond the diverse and healthy wares we sell, the Farmstand is best known for its close integration with our 65-acre organic farm and with our award winning on-site farm-to-table restaurant. We are looking for a dynamic, mature, and experienced manager who can help lead the Farmstand team and space into its next phase of local products retailing.

### Responsibilities:

- Hold responsibility for bottom line performance of the Farmstand portion of GTF business.
- Hire, onboard, train, manage performance, and, as needed, terminate Farmstand employees. More than these basic responsibilities, grow a cohesive and enthusiastic team, drawing on your leadership style and interpersonal skills.
- Coordinate shift schedules for all aspects of the business, from produce clerking to cleaning to closing duties.
- Embody, promote, and teach excellence in customer service to all Farmstand staff. Further, listen to and try to understand our customers. Stay curious about how to add more value to their experience of the Farmstand.
- Share your knowledge of merchandising, produce, farming, cooking, and local producers with your staff, so that they can effectively share with customers and help differentiate the Farmstand from large generic retailers.
- Manage pricing, product margins, shrink, and labor cost to meet gross profit targets and contribute to GTF overheads. Report your numbers to the GTF owners, the General Manager, and the Head Chef in regular finance meetings.
- Place orders and tend relationships with vendors, and manage inventory levels across your product mix to balance customer experience, sales, and cash flow. Order supplies on a timely basis, too, to keep business flowing smoothly.
- Update the GTF website and social media regularly to reflect schedule changes, seasonality, events, and promotions.
- Drive new initiatives, in concert with the owners' vision, that energize the Farmstand experience and bolster sales and synergies between the Farmstand, the Farm, and the Restaurant.

### Preferred qualifications and experience:

- Produce merchandising and grocery merchandising experience. Farm and restaurant experience is a plus.
- Team leadership and personnel management experience.
- Point of Sale (POS) experience – in particular, but not necessarily, with Clover and Square.
- Love and enthusiasm all things local, organic, craft, and direct.
- Energy for curating a space, and bringing community visions to life.
- Savvy to principles of small business, sales, and customer service.
- Familiarity with financial statements, financial monitoring, and QuickBooks is a plus.

### Physical Demands:

- Regularly required to sit, stand, reach, bend, kneel, stoop, climb and push, pull, or lift items weighing up to 50 pounds.

### Position Type, and expected Hours of Work:

- Full time position, March through November (generally December through February is the Farmstand's off-season)
- 30 - 50 hours (TBD) per week with 5-day work week, generally – Tuesday through Saturday.

Please email your resume and cover letter to [gtf@gatheringtogetherfarm.com](mailto:gtf@gatheringtogetherfarm.com). Your resume can be longer than one page. Thank you, and we look forward to receiving your application.