



Kuhn Orchards, LLC
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Farmer's Market Team Leader – Job Description

Duties – Sales Team Leader and team member. Attend a Saturday Farmers Market (Burke, Cleveland Park or Petworth Farmers Market) in either Washington, DC or Northern Virginia. Based upon your interest, we also have opportunities available to attend a Sunday farmers market in Northern Virginia as Team Leader, and to attend farmers markets in VA/DC as a Sales Team Member on Tuesdays, Wednesdays and Thursdays. Opportunities available for year-round work attending weekend markets if applicant is interested. **Please note, this is not a delivery job – the most important part of the position is managing a team of sales staff to set up a market display, provide good customer service and the sale of fruits and vegetables.**

Qualifications –

1. Must be available for work every Saturday from beginning of May through November
2. Valid driver's license
3. Must be willing to drive a box truck to and from market
4. Former Farmers Market experience a plus!
5. Ability to manage and organize a staff of up to 4 people
6. Ability to lift 30 lbs. (crates with apples, peaches, etc.)
7. Provide good customer service - small talk, answer questions & SMILE!
8. Ability to handle money and make change, use digital scales
9. Some common knowledge about fruits and vegetables & at least the interest to learn

Description –

1. Drive box truck one or both ways to market site.
2. Help set up stand with tents, crates of fruit/vegetables, boxes, display stands, signs, etc.
3. Help with sales, help customers, weighing with digital scales, collecting money from customers.
4. Cutting samples of fruit/vegetables and making them available for customers.
5. Restocking display crates as soon as possible.
6. Help take apart display, load fruit and crates into truck, take down tents and pack up truck.
7. After returning to the Cashtown packing house, you will need to help unload the empty crates, boxes, etc., and put these items away in their designated location. Replace any needed supplies before parking truck. Fill in market inventory sheet and replace change in moneybox.
8. Trucks leave from Cashtown between 3 ½ to 4 hours prior to the opening time of the market. The majority of the produce and supplies are loaded the afternoon before market, but you need to load a few items the morning of market. You will be assigned a time to meet in Cashtown for the start of the workday. Trucks typically arrive back in Cashtown around 2 ½ to 3 hours after the market closing time.

Market Schedule -

1. Vienna – Saturday – 8:00 am to 12:00 noon
2. Burke – Saturday – 8:00 am to 1:00 pm
3. Petworth – Saturday – 9:00 am to 1:00 pm
4. 14th & U St. in DC – Saturday – 9:00 am to 1:00 pm

5. Cleveland Park – Saturday – 9:00 am to 1:00 pm
6. Lorton – Sunday – 9:00 am to 1:00 pm
7. Palisades – Sunday – 9:00 am to 1:00 pm
8. Fairlington – Sunday - 9:00 am to 1:00 pm
9. Crystal City – Tuesday – 3:00 pm to 7:00 pm
10. Oakmarr – Wednesday – 8:00 am to 12:00 pm
11. Wakefield – Wednesday - 2:00 pm to 6:00 pm
12. By the Whitehouse – Thursday – 11:00 am to 2:00 pm

Team Leaders: One Team Leader will attend every market. The Team Leader is responsible for assigning driving duties, work duties, layout of the stand, approving changes in prices or discounts, etc. Also, any complaints will be brought to the attention of a Team Leader.

Pay rate:

<i>Market sales between</i>	<i>Team Leader Pay (if driving one way)</i>	<i>Team Leader Pay (if driving both ways)</i>	<i>Team Member Pay (if not driving)</i>	<i>Team Member Pay (if Driving one or both ways)</i>
\$0 and \$1099	\$140 (\$60 cash)	\$150 (\$70 cash)	\$120 (\$40 cash)	\$130 (\$50 cash)
\$1100 & \$1199	\$146 (\$66 cash)	\$156 (\$76 cash)	\$126 (\$46 cash)	\$136 (\$56 cash)
\$1200 and \$1299	\$151 (\$71 cash)	\$161 (\$81 cash)	\$131 (\$51 cash)	\$141 (\$61 cash)
\$1300 and \$1399	\$158 (\$78 cash)	\$168 (\$88 cash)	\$138 (\$58 cash)	\$148 (\$68 cash)
\$1400 and \$1499	\$165 (\$85 cash)	\$175 (\$95 cash)	\$145 (\$65 cash)	\$155 (\$75 cash)
\$1500 and \$1599	\$172 (\$92 cash)	\$182 (\$102 cash)	\$152 (\$72 cash)	\$162 (\$82 cash)
\$1600 and \$1699	\$179 (\$99 cash)	\$189 (\$109 cash)	\$159 (\$79 cash)	\$169 (\$89 cash)
\$1700 and \$1799	\$186 (\$106 cash)	\$196 (\$116 cash)	\$166 (\$86 cash)	\$176 (\$96 cash)
\$1800 and \$1899	\$193 (\$113 cash)	\$203 (\$123 cash)	\$173 (\$93 cash)	\$183 (\$103 cash)
\$1900 and \$1999	\$198 (\$118 cash)	\$208 (\$128 cash)	\$178 (\$98 cash)	\$188 (\$108 cash)
\$2000 and up	\$200 (\$120 cash)	\$210 (\$130 cash)	\$180 (\$100 cash)	\$190 (\$110 cash)

***Please note – For a large part of the season, Team Leaders make the maximum as outlined on the pay schedule above.**

If a team leader attends a market on a Saturday or Sunday in August and September, they will earn an additional \$10.00. If a Team Leader goes to market without a helper, the pay will be \$210.00. Only one person will be paid as Team Leader for each market.

Wholesale Deliveries at Market: From time to time, you may have a wholesale delivery for another vendor or wholesale customer to pick up at market. An invoice for this delivery will be ready to take with you when you leave for market. You will be compensated for the additional labor involved with these wholesale deliveries, based off of the number of cases/boxes. To determine your additional compensation, please refer to the spreadsheet in your money box, and divide the total compensation up between each employee attending the market that day.

Start date for the position is Saturday, May 5th if possible. Position will be open until filled. For an application, visit www.kuhnorchards.com/staff-employment/ or stop by our office. We prefer candidates apply in person at 1041 Old Route 30, Cashtown, PA 17310, or you may send an email application to Sidney at sidkuhnorch@gmail.com.