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Farmers Market Team Leader – Job Description

Duties – Sales Team Leader. Attend a Saturday and/or Sunday Farmers Market in either Washington, DC or Northern Virginia. Based upon your interest, we also have opportunities available to attend farmers markets in VA/DC on Wednesdays and Thursdays. Opportunities available for year-round work attending weekend market 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 most Saturdays and/or Sundays from beginning of May through November
2. Valid driver's license
3. Must be willing to drive a box truck to the market and back to the farm
4. Ability to manage and organize a staff of up to 4 people
5. Ability to lift 30 lbs. (crates with apples, peaches, etc.)
6. Provide good customer service - small talk, answer questions & SMILE!
7. Ability to handle money and make change, process credit cards and use digital scales
8. Former Farmers Market experience a plus!
9. Some common knowledge about fruits and vegetables or the interest to learn

Description –

1. Meet market team members at assigned time at farm/packinghouse in Cashtown (approximately 3 1/2 to 4 hours prior to market opening time). The majority of the produce and supplies are loaded on the market trucks the day before market, but a few perishable items need to be loaded the morning of market.
2. Drive box truck one or both ways to market site in Washington, DC or Northern Virginia. (approximately 1 1/2 to 2 hours drive)
3. Help set up stand with tents, crates of fruit/vegetables, boxes, display stands, signs, etc.
4. During the hours market is open:
 - a. Assist customers and answer questions
 - b. Help with sales: weigh fruits & vegetables with digital scales, collect payment from customers
 - c. Cut samples of fruit and make them available for customers.
 - d. Restock display crates and stands as soon as possible.
5. Tear down market stand/display, take down tents, load unsold produce and display materials into truck. (takes approximately 1 hour to tear down the market stand)
6. Drive box truck back to the farm/packinghouse in Cashtown (approximately 1 1/2 to 2 hours drive)
7. Unload any unsold produce, empty crates, market supplies, etc., and put these items away in their designated location. Replace any needed supplies before parking truck. Fill in market inventory sheet.
8. Work hours for a 9:00 AM to 1:00 PM weekend market are generally 4:45 AM to 4:00/4:30 PM (an 11 to 11 ½ hour day).

Market Schedule -

1. Vienna - Saturdays - 8:00 am to noon
2. Petworth - Saturdays - 9:00 am to 1:00 pm
3. 14th & U St. - Saturdays - 9:00 am to 1:00 pm
4. Cleveland Park - Saturdays - 9:00 am to 1:00 pm
5. Lorton - Sundays - 9:00 am to 1:00 pm
6. Palisades - Sundays - 9:00 am to 1:00 pm
7. Fairlington - Sundays - 9:00 am to 1:00 pm
8. Oakmarr - Wednesdays - 8:00 am to noon
9. Wakefield - Wednesdays - 2:00 pm to 6:00 pm
10. By the Whitehouse - Thursdays - 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 customer complaints will be brought to the attention of the 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 there will be a wholesale order on the truck for another vendor or wholesale customer to pick up at a market. An invoice for this order will be provided. Team Leaders and Team Members will be provided with additional compensation for the additional labor involved with these wholesale orders/deliveries, based off of the number of cases/boxes ordered.

Start date for the position is Saturday, May 4th and/or Sunday, May 5th - if possible - or on the date candidate is available. 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, Orrtanna, PA 17353, or by sending an email application to Sidney at sidkuhnorch@gmail.com