

Description

Internship as an independent sales support figure for California table grape growers (plant nutrition).

About K-ADRIATICA:

ADRIATICA S.p.A. is an Italian manufacturer and distributor of granular and specialty fertilizers, and nutritional solutions (biostimulants). In July 2023 ADRIATICA incorporated in the US and created K-ADRIATICA USA Corp. The move was dictated by the need to be present in one of the largest fruit & vegetables producers in the world and to be able to offer their products right when they are requested by the market.

K-Adriatica USA Corp is now able to offer products to the farm gate without having to ship them overseas, saving up to 60 days for products to reach their destination. Moreover, K-Adriatica USA Corp can now better provide customers with the assistance needed for the best use of their products.

Job description

Primary responsibilities include but are not limited to:

- Build relationships with growers and maintain high levels of customer service
- Keep agronomic and financial records of customer accounts
- Work with the marketing manager to develop marketing plans and pricing strategies
- Make recommendations to growers on actions that may need to be taken when problems arise

Qualifications

- Knowledge of the table grapes market, growers and packers
- Experience working directly with farmers
- Experience in providing advice to farmers on crop nutrition
- Demonstrated written and verbal communication skills.
- Organizational skills and attention to detail.
- Entrepreneurial attitude and willingness to work independently
- Valid driver's license.
- Applicants must be authorized to work in the USA.

Location

Based in the Bakersfield and Fresno areas of the state of California.

The role requires extensive travel across the state of California (table grape growing areas mainly) to meet with farmers, retailers and distributors on-site. The candidate will be provided with a rental car for farm visits, or they may use their own vehicle and be compensated for travel. Lodging will be provided when travel distances require overnight stays.

Duration

3-month renewable contract starting from April 1st, 2026.

Compensation

Negotiable but not any lower than 750.00 USD/week+expenses+bonus.

TO APPLY:

Applications should be received not later than March 21st, 2026.

To apply for this position, send a cover letter and resume to:

adriatica.usa@k-adriatica.com

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