



Export Programs Manager – Job Description

The Northwest Horticultural Council (NHC) is recruiting an export programs manager who is highly organized and motivated to work in support of the tree fruit industry. We are looking for a detail-oriented problem-solver, someone who can lead and work collaboratively on commercially important projects with shippers and state, federal, and international government officials. A successful candidate will have experience facilitating the export of agricultural products.

With a staff of eight, the NHC is an advocacy group that engages with the private sector, academia, government, and nongovernmental bodies. The export programs manager is responsible for the day-to-day management of phytosanitary export requirements and the primary industry technical contact for specific apple, pear, and cherry export programs to countries such as Mexico, China, Japan, and Korea. In addition, the position is responsible for assisting in the development of technical plant health information to maintain or obtain access to export markets around the world. Excellent communication and people skills are critically important for this professional role. The position reports to the NHC's vice president.

Duties and Responsibilities

- Represent the NHC and its allied industry association, the Northwest Fruit Exporters (NFE), interests in public or private meetings.
- Work independently and/or collaboratively with other staff and industry to assess and respond to regulatory actions and their anticipated impacts.
- Organize and facilitate seasonal workshops to communicate updated export protocols.
- Foster local relationships with U.S. Department of Agriculture (USDA) Animal and Plant Health Inspection Service (APHIS), Washington State Department of Agriculture, Oregon Department of Agriculture, Idaho State Department of Agriculture, and national and international relationships with USDA APHIS, and USDA Foreign Agricultural Service, to support the export of tree fruit.
- Maintain strong industry contacts in support of the growing, packing, selling, and exporting of tree fruit.
- Maintain and develop work plans, write reports, and generate public comments.
- Communicate phytosanitary requirements to growers, packers, and shippers to avoid noncompliance with governmental regulations in the domestic and international markets.
- Host official site visits and audits by foreign governments.
- Other duties and responsibilities as assigned.

Essential Job Requirements:

- A bachelor's degree.
- Ability to travel on short notice in the region, nationally, or internationally.

- Excellent communication skills to concisely convey technical information and concepts to industry and regulators.
- A demonstrated ability to organize and manage multiple projects while responding to unforeseen circumstances and deadlines.
- Six or more years of post-university work experience.
- A drive to learn on the job and advocate for the tree fruit industry.

Preferred Job Requirements:

- Practical knowledge of pre - and postharvest operational growing and packing practices for tree fruit.
- Background working with a regulatory agency, such as the Washington State Department of Agriculture or the U.S. Department of Agriculture.
- A strong understanding of compliance with export, food safety, or other regulatory programs involving tree fruit.

Start Date: March 1, 2025

Job Location: Yakima, Washington

Salary Range: \$80,000 - \$110,000 depending on experience.

Relocation Expenses: Negotiable

Benefits:

- Paid sick leave: 80 hours/year
- Paid holidays, plus 10 paid vacation days/year
- Excellent employer retirement contribution
- Health, Dental, Disability, and Life insurance

The NHC is a nonprofit trade association, based in Yakima, Washington, that represents the tree fruit (apple, cherry, and pear) industry of Idaho, Oregon, and Washington. Pacific Northwest tree fruit growers produce approximately 70 percent of the apples (supplying 80 percent of the U.S. fresh market), 84 percent of the fresh pears, and 73 percent of the fresh sweet cherries grown in the United States. The Pacific Northwest tree fruit industry annually exports about 25 percent of the region's apple, pear, and cherry crops worldwide.

Interested candidates should submit letters of application to the NHC at 105 S. 18th Street, Suite 105, Yakima, WA, 98901 or to general@nwhort.org. Applications will be accepted until the position is filled. Information on the Northwest Horticultural Council is available at www.nwhort.org.

January 7, 2025