



## Central California Field Operations Manager

### SUMMARY

AG Gas is an emerging company with an innovative technology that provides CO<sub>2</sub> enrichment services to stimulate the photosynthetic process and improve crop yields. Our trademarked Carbogation® service also greatly enhances crops' water-use-efficiency and plant dynamics.

The target customers for our services are licensed cannabis growers in California.

As Central California Field Operations Manager, you will be responsible for managing daily operations and activities including engaging with customers, coordinating site surveys, managing subcontractors, overseeing the installation of production systems, and generally helping to develop the business in California with a specific focus on customer satisfaction as a top priority. Your area of focus will be Central California counties from Santa Cruz to Santa Barbara county, though work anywhere in California may be required depending on the needs of the business.

### RESPONSIBILITIES

- Become an SME (Subject Matter Expert) on the AG Gas system and the benefits of CO<sub>2</sub> enrichment.
- Provide local company representation and service to customers in region.
- Generate and execute installation plans for each customer site.
- Monitor and maintain the integrity of the sensors collecting system performance data at customer sites.
- Perform customer site surveys and advise suitability for installation of Carbogation systems. Advise customers on ways to make the site more suitable for CO<sub>2</sub> deliveries and installation.
- Develop relationships and manage third party suppliers in region to provide installation and customer service.
- Provide project management for each system installation in alignment with company process and procedures.
- Adhere to and enforce all company safety policies and procedures.
- Balance quality, productivity, cost, safety and morale to achieve results and work to continuously improve in all areas.
- Help develop and implement operational processes and best practices within the organization.
- Willingness to commute across the Central California territory and, as necessary, travel for multiple days at a time for customer installations across the state.

### QUALIFICATIONS

- 3+ years of hands-on work experience in an agricultural or skill-based application such as machine operation, construction, or similar trades. Experience with greenhouse environmental control systems is strongly preferred.

- Excellent interpersonal communication skills with individuals internal and external to the company including customers and vendors.
- Demonstrated ability to manage and maintain an organized schedule to prioritize and manage multiple projects at the same time, and tasks within each project.
- Safety oriented – capable of developing, implementing, and enforcing safety protocols.
- Demonstrated ability to lead people and achieve results through others including employees and subcontractors.
- Demonstrated hands-on ability to analyze and solve problems.
- Clean DMV record.
- Fluency conversing in Spanish strongly preferred, but not required.
- Reliable transportation is required for commuting to job sites.

#### COMPUTER SKILLS

To perform the job successfully, an individual should possess proficient skills in MS Excel, Word, and Outlook applications with a proficiency for online research as a method of problem solving.

#### JOB TYPE

Full-time

#### SALARY

Negotiable depending on experience.

#### EXPERIENCE

- Agricultural and/or machine operations: 3 years (Preferred)
- Working knowledge of greenhouse environmental control systems (Preferred)

#### EDUCATION

High school or equivalent (Required)

#### LICENSE

California Driver's (Required)

#### LANGUAGE

English required. Candidates with a basic knowledge of Spanish strongly preferred.

#### TRAVEL

75% (Required)

**To apply for this position, please forward your resume to Frank Westberg at: [frank.westberg@aggas.com](mailto:frank.westberg@aggas.com)**