

## Now Hiring

### **Accountant, Westlands Water District, Fresno**

Westlands Water District is recruiting to fill one [Accountant](#) vacancy at the Fresno Office. Attached is the Notice of Job Opening for your information. Applications are being accepted beginning Monday, February 5 through Friday, February 23. Additional information for Westlands' job openings can be found on our website here: <http://wwd.ca.gov/about-westlands/human-resources/>.

The Accountant will perform a wide range of professional accounting, financial, and allocation accounting duties; including the maintenance, review, and analysis of fiscal records and preparation of timely financial reports to District Management and staff. The Accountant will exercise independent judgment, maturity and integrity in interpreting and applying laws, regulations, and policies to the District's accounting and financial methods and records. This position may provide direction, training, and work review of related staff. A vacancy currently exists in the Customer Accounting Department. Immediate and future vacancies will be filled from this eligibility list.

Depending on assignment, the duties of the Accountant position include, but are not limited to, responding and resolving problems related to accounting, budgeting, and water billing issues while interpreting District policies and guidelines; processing monthly water purchases, sales, rates, and allocation accounting. This position will also conduct special studies as directed by the Deputy General Manager of Finance & Administration, such as water revenue and expense analyses/projection rate setting and cash allocations. The Accountant will have strong math and analytical skills to work with large data sets, and also review and recommend modifications to manual and automated accounting systems and procedures; along with maintaining the District's general ledger; reviewing accounting documents to ensure accurate information and calculations and make correcting entries when needed; examine supporting documentation to establish proper authorization and conformance with District Policies, agreements, contracts, state and federal requirements.

Submit Westlands Water District [Employment Application](#) and your responses to the [Supplemental Application](#) no later than Friday, February 23 by mail to P.O. Box 6056, Fresno, CA 93703 or in person between 8:00 a.m. to 5:00 p.m., Monday through Friday. Resumes may be included with application materials; however, will not be accepted in lieu of completed application materials. Application materials can be obtained online at [wwd.ca.gov](http://wwd.ca.gov) or picked up from the Fresno Office. Emailed and faxed application materials or post marks will not be accepted.

### **Sales Manager, Loveland Products, Inc., Southern CA and AZ**

Loveland Products Inc., a division of CPS, offers a complete line of high performance crop input products including seed treatment, plant performance, nutritionals, adjuvant and crop protection products. Loveland Products brings new, unique chemistries to the marketplace to provide innovative solutions to problems across the agricultural and professional non-crop industries.

This position is responsible for driving sales of Loveland Product's crop protection, adjuvant, plant nutrition, and seed treatment product lines to the CPS retail Southern California Division. The successful candidate will have the ability to properly position the LPI products within their given geography while collaborating with CPS Regional and Divisional management to help implement the Company's direction.

This position reports to the Area Manager for the West Region, Loveland Products and requires that the successful candidate lives within the described geography, with 50-60% travel required within the geography. The geography is approximately Southern California and Arizona.

The Proprietary Products Manager (PPM) will be tasked to work closely with CPS personnel to ensure strategic/long term sales growth of the LPI product line.

#### Key Tasks:

- Develop and execute short and long-term sales strategies for the assigned geography that aligns with the business strategies and objectives of LPI to ensure attainment of company sales revenue and profitability targets.
- Train, educate and guide the CPS sales team on the entire LPI product line (crop protection, adjuvant, plant nutrition, and seed treatments).
- Work closely with CPS Regional and Divisional management to ensure successful execution of LPI marketing plans and other strategic initiative in cooperation with overall CPS direction.
- In conjunction with LPI Marketing, provide accurate, updated field sales forecast.
- Build and maintain internal and external communications lines and relationships.
- Additional responsibilities as assigned.

#### Skills:

- Strong sales ability with a proven track record of success.
- Strong interpersonal skills, outstanding communication capabilities, and the ability to influence others at all organizational levels.
- Ability to work effectively with other groups in the organization to achieve a common goal.
- Well-rounded knowledge of agricultural products and practices.
- Highly self-motivated.
- Excellent verbal and written communication skills.
- The highest ethical standards and sense of accountability.

#### Qualifications:

- Education: Required: B.S. degree, preferred in Ag related field.
- 3-5 years' experience in sales or marketing in Ag related area.

To apply send resumes to [WR-CPSrecruiter@cpsagu.com](mailto:WR-CPSrecruiter@cpsagu.com) or visit [www.cpsagu.com](http://www.cpsagu.com).

## **Sales Manager, Loveland Products, Inc., Northern CA**

Loveland Products Inc., a division of CPS, offers a complete line of high performance crop input products including seed treatment, plant performance, nutritionals, adjuvant and crop protection products. Loveland Products brings new, unique chemistries to the marketplace to provide innovative solutions to problems across the agricultural and professional non-crop industries.

This position is responsible for driving sales of Loveland Product's crop protection, adjuvant, plant nutrition, and seed treatment product lines to the CPS retail Northern California division. The successful candidate will have the ability to properly position the LPI products within their given geography while collaborating with CPS Regional and Divisional management to help implement the Company's direction.

This position reports to the Area Manager for the West Region, Loveland Products and requires that the successful candidate lives within the described geography, with 50-60% travel required within that geography. The geography is approximately Central and North San Joaquin Valley, Napa Valley, and Central Coast.

The Proprietary Products Manager (PPM) will be tasked to work closely with CPS personnel to ensure strategic/long term sales growth of the LPI product line.

### **Key Tasks:**

- Develop and execute short and long-term sales strategies for the assigned geography that aligns with the business strategies and objectives of LPI to ensure attainment of company sales revenue and profitability targets.
- Train, educate and guide the CPS sales team on the entire LPI product line (crop protection, adjuvant, plant nutrition, and seed treatments).
- Work closely with CPS Regional and Divisional management to ensure successful execution of LPI marketing plans and other strategic initiative in cooperation with overall CPS direction.
- In conjunction with LPI Marketing, provide accurate, updated field sales forecast.
- Build and maintain internal and external communications lines and relationships.
- Additional responsibilities as assigned.

### **Skills:**

- Strong sales ability with a proven track record of success.
- Strong interpersonal skills, outstanding communication capabilities, and the ability to influence others at all organizational levels.
- Strong interpersonal skills, outstanding communication capabilities, and the ability to influence others at all organizational levels.
- Ability to work effectively with other groups in the organization to achieve a common goal.
- Well-rounded knowledge of agricultural products and practices.
- Highly self-motivated.
- Excellent verbal and written communication skills.
- Excellent time management skills.
- The highest ethical standards and sense of accountability.

Qualifications:

- Education: Required: B.S. degree, preferred in Ag related field.
- 3-5 years' experience in sales or marketing in Ag related area.

To apply send resumes to [WR-CPSrecruiter@cpsagu.com](mailto:WR-CPSrecruiter@cpsagu.com) or visit [www.cpsagu.com](http://www.cpsagu.com).

**Buyer/Manager (Job #107608), Fresno**

Denham Resources is actively recruiting management level Buyers/Managers for this great career opportunity. This prestigious company has been in business for over 10 years and is adding a new division.

The buyer will be responsible for purchasing, materials requirement planning, supplier relationship management, and parts life-cycle management. The successful candidate will have at least 3 years of experience in Purchasing, and experience in Materials Requirement Planning in an industrial or off-highway related business.

Click here to download the complete job description and requirements. Send resume in MS Word format to Sheri Bashian at 559-222-5284 or [sheri@denham.net](mailto:sheri@denham.net). All candidates with the above listed qualifications will be considered and contacted. Compensation commensurate with qualifications.

Visit [www.denham.net](http://www.denham.net) to see other job listings. All inquiries will be held in the strictest confidence.

***As of February 7, 2018***