



Brian Everett · 1st



Organic Harvest Network

🌱 Grow With Us | 📦 Intermediary between high quality farms and discerning wholesale buyers 🛒 | Sales Director at Organic Harvest Network 🍉

Talks about #farming, #growers, #organicfarming, #wholesaleproduce, and #regenerativeagriculture

San Francisco, California, United States · [Contact info](#)

686 followers · [500+ connections](#)



Brendan Kline and Mary Helen Olejnik are mutual connections

📧 Message

More

Highlights



Who Wants Peppers?

Brian attended this event

Activity

686 followers

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Brian Everett posted this · 2mo

Dirty Talk. You want the dirt?



r/Unexpected on Reddit: "Dirty Talk"

reddit.com · 3 min read

👍 1

Brian Everett posted this • 2mo



Here's the skinny on asparagus.

The bigger the spear, the higher the quality. Some may think thinness equals ten ...show more



98

8 comments

Brian Everett posted this • 2mo



Spring is here. With that comes asparagus, and farm tours! Thank you [Jim Durst](#) and [Durst Organic Growers, Inc](#) for hosting [Steven Dustin](#) and [Gary Teilmann](#) from [GreenLeaf](#) this week. It's always a pleasure learning more about the farm. I personally learn som ...show more



29

4 comments

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About

🌱 WHO I AM: As the Director of Sales at Organic Harvest Network, I have a deep understanding and passion for the agricultural industry. My role is to develop and implement effective sales strategies, set sales targets, and establish relationships with high-quality growers and discerning wholesale buyers. I keep my pulse on the industry via market research, monitoring industry trends, and identifying opportunities for expansion.

🌱 WHAT I DO: Work with growers and buyers to achieve revenue and profitability targets in the wholesale farming and produce-selling market. Create plans to penetrate new markets and expand existing customer relationships while having a clear understanding of the needs and concerns of our clients. Negotiate pricing, contracts, and terms to benefit our clients, ensuring that the agreements align with the goals and profitability of both parties.

🌱 WHAT IS OHN: Since 1988, we have successfully connected high-quality small and medium-sized farms with discerning buyers. Our produce wholesale buying partners range from national retail chains, small independent retailers, food service, and wholesalers. Our growers are environmentally conscious and particularly talented at their craft. Our exceptional quality produce, our communication with our partners, and excellent service are the pillars upon which we build our business.

🌱 WHO WE SERVE: We connect high-quality farms with discerning buyers. We take produce seriously (but, we don't take ourselves seriously!). We work for growers that are stewards of the environment and support good labor practices and partner with discerning buyers seeking fresh produce every time.

Buyers we partner with:

- 🛒 Buying from OHN is like buying directly from growers, but better
- 🛒 Buyers are guaranteed fresh produce every time
- 🛒 Buyers plan their future marketing strategies leveraging our years of experience
- 🛒 If we wouldn't eat it, we don't sell it

Growers we partner with:

- 🚚 Small to midsize growers that want to expand, but need marketing & sales support
- 🚚 Growers seeking a transparent sales partnership with quick payment
- 🚚 Growers who need simple, robust agricultural sales software
- 🚚 Growers looking for crop planning & supply agreements

☎️ Grow with us! info@organicharvestnetwork.com



Top skills

Logistics Management • Sales Management • Crop Management • Fresh Produce • wholesale produce

Experience



Director of Sales

Organic Harvest Network • Full-time

Feb 2023 - Present • 5 mos

San Francisco Bay Area • Hybrid

🌿 WHO I AM: As the Director of Sales at Organic Harvest Network, I am the intermediary between high-quality growers and discerning wholesale buyers.

🌿 WHAT I DO: Work with farms and wholesalers to achieve revenue and profitability targets in the wholesale farming and produce-selling market. I create plans to penetrate new markets and expand existing customer relationships while having a clear understanding of the needs and concerns of our clients. Negotiate pricing, contracts, and terms with customers, ensuring that the agreements align with the goals and profitability of both parties.

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Skills: produce wholesale · Agricultural Marketing · produce representative · Account Management · Farms · Agriculture · Contract Farming · Wholesale Operations · Sales Processes · Organic Farming · Sustainable Agriculture · wholesale produce · Crop Management · Marketing · Client Relations · Sales Operations · Forecasting



Organic Harvest Network Website
www.organicharvestnetwork.com



Sales

Pacific Coast Fruit Company
Mar 2020 - Feb 2023 · 3 yrs



Sales

JACOBS FARM DEL CABO INC
2006 - Mar 2020 · 14 yrs 3 mos
Los Angeles/ Santa Cruz



Sales/ Quality Assurance

Lancaster Foods, LLC
2003 - 2006 · 3 yrs



Retail Sales and Merchandising

Roots Market
1999 - 2003 · 4 yrs
Clarksville, Maryland

Skills

produce wholesale



Director of Sales at Organic Harvest Network

Endorse

Agricultural Marketing



Director of Sales at Organic Harvest Network

Endorse

produce representative



Director of Sales at Organic Harvest Network

Endorse

Show all 32 skills →

Causes

Animal Welfare • Environment

Interests

Top Voices

Companies

Groups

Newsletters



Natalie (Corporate Natalie) · 3rd
2023 LinkedIn Top Voice | Content Creator
| CEO of Work-From-Home Jokes |
Advisor | Brand Consultant
32,148 followers

+ Follow



Ross Pomerantz · 2nd
S.A.D.N.E.S.S. | @Corporate.Bro | Stanford
MBA
98,949 followers

+ Follow

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