

JOB POSTING



Aso's Danaetl' Adze Kwa
**GRANDMOTHER'S
GREENHOUSE**

Position: Sales and Inventory Manager

Position Status: Full-time 40 hrs/week

Location: Blueberry River First Nation in Northeast British Columbia

Reports to: General Manager, Grandmother's Greenhouse

About Us

Aso's Danaetl' Adze Kwa, meaning "Grandmother's Greenhouse," is a Nation-led supply chain for native seeds and seedlings that support ecological restoration across Treaty 8 territory. As one of the first ecological restoration start-up companies owned by the Blueberry River First Nations (BRFN), Grandmother's Greenhouse plays an important role in restoring and protecting the lands that sustain our communities, cultures, and traditional ways of life. Our work focuses on collecting, propagating, and supplying native plants, seeds, and related products that contribute to land restoration, biodiversity conservation, and long-term environmental stewardship.

Through our work, we aim to support restoration initiatives led by Indigenous communities, industry partners, and environmental organizations working to repair landscapes affected by development and environmental change. By establishing a local and sustainable source of native plant materials, we are helping strengthen regional restoration efforts while creating opportunities for community members to build skills and participate in meaningful land-based work.

As an Indigenous-owned business, we are committed to integrating Indigenous knowledge systems with Western science to deliver innovative and effective restoration solutions. Our approach recognizes the importance of traditional ecological knowledge, cultural values, and community leadership in caring for the land. At the same time, we incorporate modern restoration techniques and research-based practices to ensure our projects meet high environmental standards.

Our holistic model combines technical expertise with cultural programming, workforce development, and community engagement. By drawing on the knowledge and strengths within our community, we are working to build long-term capacity for ecological restoration and sustainable land management throughout Treaty 8 territory and beyond.

Role Overview

Reporting to the General Manager, the Sales and Inventory Manager leads revenue growth initiatives, cultivates strong customer partnerships, and drives strategic sales efforts across wholesale markets. This leadership position combines business development expertise with in-depth knowledge of native plants, enabling the Sales and Inventory Manager to confidently guide clients in selecting regionally suitable native plant and seed varieties that support ecological restoration goals.

Acting as a primary liaison for environmental practitioners, forestry professionals, and oil and gas industry stakeholders, the Sales and Inventory Manager advocates for native species and promotes best practices in ecological restoration.

In addition to overseeing sales performance, forecasting, and customer engagement strategies, the Sales and Inventory Manager works closely with operations, production, and procurement teams to maintain product availability, uphold quality standards, and align supply with seasonal demand.

JOB POSTING



Aso's Danaett ' Adze Kwa
**GRANDMOTHER'S
GREENHOUSE**

By integrating strategic planning, relationship building, and technical knowledge, the Sales and Inventory Manager plays a pivotal role in expanding market reach, strengthening customer satisfaction, and advancing the organization's commitment to sustainable ecological restoration.

Key Responsibilities

Sales Strategy & Market Growth:

- Develop and execute strategies to position the nursery as a leading supplier for ecological restoration and native plant projects.
- Drive brand growth by identifying new retail and wholesale partnerships and expanding market share.
- Create and implement sales plans aligned with company objectives.
- Establish sales processes, set performance targets, and collaborate with marketing on promotional campaigns.
- Monitor sales metrics and market data to support forecasting and budget planning.
- Identify industry trends, emerging opportunities, and potential risks within the native plant and seed sector.

Customer Relations:

- Cultivate new business through cold outreach, networking, and industry engagement.
- Conduct in-person and virtual client presentations tailored to customer needs.
- Serve as the primary liaison for key suppliers regarding custom orders, production schedules, and quality assurance.
- Partner with internal and external stakeholders to resolve delivery issues or damage claims efficiently and professionally.
- Manage key accounts, negotiate contracts, and address customer concerns with a solutions-focused approach.
- Maintain and strengthen long-term client relationships to drive satisfaction and repeat business.

Inventory & Fulfillment:

- Oversee wholesale orders from intake through fulfillment, ensuring accurate sourcing and availability of plant materials and seed.
- Monitor inventory levels across multiple warehouse locations to maintain stock accuracy.
- Implement cycle counts and reconcile inventory discrepancies.
- Collaborate with the Qualified Professional (QP) and management team to forecast seasonal demand.
- Track and analyze sales activity within the CRM system to identify trends and opportunities.
- Work closely with seed collection and processing teams to maintain accurate inventory data.
- Identify inefficiencies in order-to-delivery workflows and implement technology-driven improvements.
- Ensure compliance with timelines, budgets, and regulatory standards.
- Coordinate logistics with Procurement for seed distribution, greenhouse operations, and project-related activities.
- Partner with Accounting to ensure timely invoicing and accurate reporting.

JOB POSTING



Aso's Danaett ' Adze Kwa
GRANDMOTHER'S
GREENHOUSE

- Prepare management reports and maintain accurate operational records.

Qualifications

- Demonstrated experience in sales management, preferably within a native plant nursery or related agricultural environment.
- Strong knowledge of plant materials, landscaping, greenhouse operations, or ecological restoration.
- Proven skills in sales, negotiation, communication, and organization.
- Experience developing and maintaining relationships with partners, private landowners, and key stakeholders.
- Existing relationships within the environmental, forestry, and oil and gas sectors.
- Proficiency in Microsoft Office and CRM platforms.
- Knowledge of Indigenous cultures and ecological restoration practices is an asset.
- Experience managing multiple concurrent projects and priorities.
- Strong written and verbal communication skills with a collaborative, solutions-focused approach.
- Valid Class 5 driver's license.
- Demonstrated commitment to environmental sustainability.
- Successful completion of a background check and a clean driving record is required.

Education

- Bachelor's degree in business administration, environmental science, agriculture, or a related field (or equivalent experience).
- Proven experience in operations management, preferably in greenhouse, agriculture, or related restoration fields of expertise.

Working Conditions

- This role will be an office based position however field visits to project sites will be required from time to time.

Benefits

- Extended Health and Dental Care Coverage
- Paid Vacation
- Indigenous Candidates may be subject to tax exemption under the standards for TD1-IN legislation

Compensation

- Salary Range: Negotiable based on experience

If interested, please submit cover letter and resume to:
Olivia Young at careers@asokwa.ca