



575 North Pastoria Ave | Sunnyvale CA 94085  
+1-408-733-2583 | [www.bluerivert.com](http://www.bluerivert.com)

**Position** Business / General Manager  
**Timing** Immediately  
**Location** Sunnyvale, CA

### ***About us and this position***

Blue River Technology serves farmers with revolutionary computer-vision based robotics that unlock greater yield potential. Our proprietary systems identify key characteristics about every plant and in less than a second take the precise, appropriate action necessary to maximize yields. We envision a future where “every plant counts” and a farmer can individually care for each plant in their field through the use of robotics. We’ve begun by targeting vegetable crops in our home state of California, and plan to expand to other crops soon. Our team of over 30 comes from diverse backgrounds in robotics, computer vision, agriculture and business.

We currently have six units (Tractor + Implement, Truck + Trailer) providing a per-acre service in Salinas, CA and Yuma, AZ, setting a new industry standard for precision and safety. We will expand our fleet to 10-12 units throughout 2015. Your leadership and coordination of world-class engineers and field operations will directly lead to breakthroughs in the application of robotics and vision in agriculture.

### ***Position description***

- Manage the lettuce thinning business P&L, where you will be expected to:
  - create metrics and objectives for the organization
  - set growth targets and find expansion opportunities
- Act as the interface between field operations and the rest of the organization including engineering, research and management
- Create and maintain management level customer relationships
- Assume product manager role, ensuring the “voice of the customer” is prevalent in all decisions
- Search for opportunities to use Blue River’s plant level data to help growers make better informed agronomic decisions
- Position will be based at our company headquarters in Sunnyvale CA, with frequent travel to lettuce growing regions including Salinas CA, Huron CA, Yuma AZ, and Santa Maria CA

### ***Qualifications***

- 5+ years in General Management, specifically managing a P&L
- Experience managing a service organization
- Experience growing new businesses, improving processes and controlling costs

### ***In addition, the following are a plus:***

- Experience with complex technology
- Experience working in the California produce industry, specifically lettuce

Please send your resume to [careers@bluerivert.com](mailto:careers@bluerivert.com) with “General Manager” in the subject line and a brief explanation of why your interests and background match this position in the message. We will follow up with you within one week of receiving your message. Blue River offers competitive compensation, including equity options, and benefits.