

BRENT BURKY



PROFESSIONAL SUMMARY

Dedicated and passionate member of the nursery industry over the past decade through my work experience at Sierra Gold Nurseries. In my various roles over that time span, I have strategically helped the nursery successfully expand into one of the largest fruit and nut tree nurseries in the state of California. In that period of expansion, the nursery shifted 70% of its total output from bareroot nursery stock to containerized stock. In recent years, have helped oversee the modernization of the foundation blocks that the nursery uses to source its nursery stock. The implementation resulted in a much-improved quality-control program for the nursery, which introduced DNA verification and increased virus detection requirements for our mother tree orchards.

EXPERIENCE

Vice President of Sales | Sierra Gold Nurseries

2023-Present

Oversee the sales staff and internal sales department for the nursery, helping budget production plans, guide and develop marketing strategies and introduce new varieties into the marketplace. In this period, the nursery has successfully introduced a handful of fruit and nut rootstocks and varieties.

Director of Sales and Inventory | Sierra Gold Nurseries

2018 – 2023

Managed full-time field representatives, external sales representatives and in-house sales staff. Aided in building a viable program with a novel containerized product for Pacific Northwest and California fruit growers that increased grower flexibility and vastly reduced order lead times. Additionally, helped modernize the nursery mother tree orchards and helped design a more robust testing plan for stone fruit varieties to include testing for Western X-disease phytoplasma and Little cherry virus 1 and Little cherry virus 2.

Inventory Manager | Sierra Gold Nurseries

2015 – 2018

Responsible for production planning and raw materials procurement. Over that time, the nursery more than doubled its containerized tree production, producing over 3 million trees per year. Helped develop a retail program with Home Depot from scratch and aided in the introduction of containerized nursery product to the Pacific Northwest. The introduction of that program to the Northwest more than doubled the total number of trees the nursery sold into that geographic area.

EDUCATION

BS Agribusiness | California Polytechnic State University-San Luis Obispo

2010-2014