

This expanding facility is an essential resource for Canadian producers, allowing commodities to reach US ports and foreign markets. In this management position, direct and develop your team of Grain Originators as you implement effective pricing strategies and promotions to ensure elevator volume demands are met. Based at a new state of the art terminal and logistics hub, ensure that our client offers the best marketing and logistics options as your team continues to develop long-term relationships with growers.

Western Canadian Grain Origination Manager

Western Canada

Reporting to the local Site General Manager and Vice President of Trading in the US, you will:

- Unite people, processes, assets and programs to provide solutions that offer distinct value
- Develop a high performing team of 4 Grain Originators on a continual basis to ensure the group is working towards a common vision of providing the best grain marketing options paired with superior customer service
- Be an influential part of the divisions business strategy as you identify potential acquisition targets
- Use your knowledge of Western Canadian agriculture practices to grow major accounts, communicate local crop production expectations and determine logistical/transportation needs
- Collaborate with the operations team to ensure adequate space allocation and timely delivery schedules while maintaining quality to meet specs
- Be responsible for target margins and volume/forecasting schedules at weekly meetings
- Oversee the process of hedging contracts and assist in the development of new contracting tools and processes based on customer feedback

Your background includes:

- Extensive leadership, team building and interpersonal skills with the innate ability to effectively coach and lead
- Willing to consider a combination of relevant work experience and professional development activities. Diploma or Bachelor's Degree preferred - MBA an asset
- 10+ years' experience in management roles with increasing responsibility within Western Canadian agriculture. Solid knowledge of the grain industry desired
- Strong financial acumen, analytical skills and prior P&L experience
- A self-starter with a goal-oriented attitude and the drive to grow to positions of greater responsibility

Our client offers a diverse, supportive environment where you will grow personally and professionally as you learn from some of the most talented people in your field. Some overnight travel required.

To learn more, contact Lori Litherland at LL@litherlandco.com or by phone at 416-868-4888 Ext. 2 quoting "Western Canadian Grain Origination Manager #180321"

LITHERLAND & COMPANY
Placing Leaders in Canadian Agriculture