

Our client is a family owned company with direct experience in the processing and production of food grade soybeans, commercial grains and pedigreed seed for markets across Canada and internationally. The team is expanding and looking to add another Grain Originator to cover West-Central Ontario. Based on your previous experience, be instrumental in identifying and building the brand based on previous grain knowledge and entrepreneurial drive.

Grain Originator

Huron County, Ontario

Reporting to the General Manager you will:

- Effectively purchase grain from farmers through programs that meet or exceed their pricing, transportation, storage, information and grain marketing needs, while meeting elevator volume demands
- Provide ongoing market knowledge and feedback to traders and the grain merchandising group for the purpose of developing effective procurement plans
- Seek to acquire new business through making regular contact with current and prospective customers through farm visits and phone calls
- Evaluate industry trends to ensure accurate and timely grain marketing strategies and advice are available to customers
- Input origination activities into the Customer Relationship Management (CRM) platform

Your background includes:

- A degree or diploma in Agriculture, Biological Sciences or applicable fields
- 1-5 years' related agricultural and/or grain merchandising experience. Summers spent working on the farm or other Agribusiness an asset
- An understanding of the Ontario Agriculture industry from professional and/or personal experiences. Previous knowledge of crop procurement/merchandising preferred
- A self-starter attitude with the motivation and drive to create your own success and grow within the position
- Strong business acumen, relationship building and networking abilities
- Proven sales and account management success with the ability to “close the deal”

To learn more about this position and our client, contact Danielle Helsby-Kwong at DH@litherlandco.com or by phone at 416-629-7188 quoting “Grain Originator - # 180805”

LITHERLAND  COMPANY
Placing Leaders in Canadian Agriculture