

Our client is an independent, family owned and operated Agri-business with deep ties to the Southern Manitoba agriculture community. They are looking to add a merchant to their team that will lead grain procurement and risk strategies with their Manitoba customers and partners. As the Grain Merchant, use your network, analytical mindset and entrepreneurial drive to operate strategically and create successes for yourself, your customers and the merchandising team.

Grain/Commodity Merchant

Carman, Manitoba

You will:

- Manage all aspects of grain procurement, commodity and risk management such as contracting, marketing, foreign exchange, futures trading and transportation logistics from farm gate to end-user
- Develop, and consistently update, grain procurement strategies with a focus on daily market prices for nearby (and deferred) delivery dates, end-user requirements and contracting alternatives for customers
- Evaluate industry trends in domestic and international markets to ensure accurate and timely strategies are implemented to capitalize on new grain merchandising opportunities
- Maintain and grow current relationships with business partners and customers—including producers, buyers and logistics companies
- Initiate and execute business development activities with customers that strategically align with company objectives
- Accurately document, and consistently update, merchandising activities in the Customer Relationship Management (CRM) database

Your background includes:

- A Degree or Diploma in (Agri)Business, Commerce, Economics or related field preferred. Willing to consider a combination of relevant experience and professional development activities
- 3+ years of grain (or other agricultural commodity) merchandising/marketing/originating and commodity risk management experience
- Proficiency with CRM databases and ERP software on Windows, as well as a thorough knowledge of Microsoft Excel
- A self-starter attitude with the motivation and drive to create your own success, grow within the position and company
- 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 Emily Gordon at eg@litherlandco.com or by phone at 416-868-4888 Ext. 4 quoting “Grain/Commodity Merchant - # 180917”

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