

Our client is expanding their Prairie footprint by developing new supply chains to ensure that crops in Northwest Saskatchewan reach domestic and global markets. As the General Manager of a keystone grain terminal, your job is to determine the operational direction and local procurement strategy, while working closely with the regional team to achieve company goals. Your leadership experience managing sophisticated grain facilities and ability to instill corporate values is what sets you apart as a progressive GM ready to grow our client's Western Canadian business.

General Manager Northwest Saskatchewan

Reporting to the Regional Manager, you will:

- Provide operational leadership, adhere to health and safety policies, exhibit grain marketing knowledge, and showcase your business acumen to ensure the facility's long-term success by achieving short-term goals
- Manage—and continuously review—the grain procurement strategy to ensure financial goals, volume targets, and supply chain objectives are achieved and exceeded
- Identify and implement facility improvements and develop proposals for new capital investments
- Oversee the grain contracting process, use customer feedback to develop new contracting tools, and ensure customer compliance through internal auditing practices
- Manage the overall direction of—and collaboration between—merchandisers, facility staff, operations managers, and the grain procurement team
- Develop employee potential and improve performance by providing effective, ongoing feedback that aligns corporate culture with a collaborative team environment to achieve individual, facility and company objectives
- Use your knowledge of Western Canadian agriculture and regional farmer-customers to grow new and existing accounts, communicate regional crop production expectations, and determine logistical needs

Your background includes:

- 10+ years' experience in a combination of management, grain operations and/or merchandising roles in Western Canada. Knowledge of the grain industry is essential
- Post-secondary education preferred. Willing to consider a combination of relevant work experience and ongoing professional development activities
- Extensive leadership, team building and interpersonal skills with the innate ability to effectively coach and mentor are keys to success
- Strong financial acumen, analytical skills, and prior P&L and budget development experience
- Demonstrated experience implementing facility growth plans, operational improvements, and sales and marketing tactics working closely with the procurement team

This opportunity will compensate experienced and proven operations professionals accordingly and provide professional and career advancement opportunities.

To learn more about this position and our client, contact Brook Coatsworth at bmc@litherlandco.com or by phone at 416-868-4888 Ext. 5 quoting "General Manager - 181217"

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