

Our client is expanding their Western Canadian operations by developing new supply chains to ensure that crops in Northwest Saskatchewan reach domestic and global markets. As the Grain Buyer, focus on short-term goals and the long-term success of the terminal by procuring grain within the Northwestern Saskatchewan marketing zone. Working in a collaborative environment, you will capitalize on profitable business opportunities and grow relationships with grain producers to achieve personal and team objectives.

Grain Buyer Northwest Saskatchewan

Reporting to the General Manager, you will:

- Execute sales and marketing plans through the promotion of grain programs and cash bids to meet terminal and company goals
- Build and nurture relationships with farmer-customers by providing professional customer service, while maintaining consistent communication throughout the year
- Ensure good contracting processes to mitigate financial risk and provide a positive customer experience
- Report on industry and customer feedback with updates to head office on trends and opportunities within the Northwest Saskatchewan grain market
- Ensure the timely and accurate input/reporting of origination activities, data and analysis into the Customer Relationship Management system

Your background includes:

- 5+ years of grain (or related cereals or pulses) buying/merchandising/handling in Western Canada
- Post-secondary education in (Agri)business, economics or related field preferred. Willing to consider a combination of relevant work experience and ongoing professional development activities
- A self-starter, motivated to create your own success with an entrepreneurial attitude
- Proven experience building—and managing—business relationships with producers, colleagues and strategic partners in the agriculture industry
- Experience providing effective and personable customer service, complimented by clear and concise communication skills
- Strong business acumen and a demonstrated ability to work within budget
- Proficiency with computer programs and technology (specifically Microsoft Dynamic)

This opportunity will compensate experienced and proven professionals accordingly and provide 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 “Grain Buyer - 181218”

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