

## **Great Lakes Grain | Grain Origination Specialist | Agriculture**

**Great Lakes Grain, Ontario's largest country grain elevator system, in conjunction with Huron Bay Co-operative, Lucknow District Co-operative and North Wellington Co-operative Services** is looking for a motivated **grain origination specialist** to continue to grow our business. As the **grain origination specialist**, covering North Huron, North Wellington, Grey and Bruce counties, you will build relationships with farmers supporting the effective development of marketing plans and purchase grain through programs to meet or exceed their pricing, transportation, storage, information and educational needs. Driven to achieve volume growth and contribute to grain division profitability to create long term value for the organizations, as well as passion for working in our communities to enhance farm owner profitability.

### **What will you be responsible for:**

- Develop relationships with large progressive growers.
- Work closely with branch staff to support the marketing, customer experience and advisory sales efforts of the company through information on prospects, problems and opportunities.
- Purchase grain for delivery into company facilities and direct delivery markets. Complete all administrative functions and updates to the grain merchandisers.
- Providing grain procurement leadership to branch personnel over their respective areas.
- Provide market information and cash grain bids to patrons and establish a grain marketing plan for targeted customers
- Work to establish the company as the first choice in value-added grain marketing.
- Use targeted marketing, segmentation and market analysis to design origination, customer education and market information strategies
- Acquire new business through regular contact with current and prospective customers through onsite farm visits and via telephone.
- Organize and plan group and individual grain marketing educational programs including preparing and delivering presentations.
- Understand and follow all health and safety, environmental policies and procedures.

### **Requirements for this position:**

- A university or college degree specializing in ag-economics, ag-marketing, ag-business or equivalent years of experience.
- A background and demonstrated success in agriculture, including: marketing strategy, grain risk management; market information, conditions and trends; price strategy, branding, promotions, industry relations, policies and procedures, compliance and communications.
- Must have and maintain a valid G driver's license and can travel independently and overnight when necessary.
- Passion for advice-based sales and customer relationship development.
- Demonstrated passion for delivering exceptional customer service experiences.
- Ability to build professional relationships and partnerships, assess business opportunities and negotiate appropriate agreements.
- Proven professional communication, interpersonal, persuasion and presentation skills.
- Demonstrated planning, organization and problem-solving skills.

We offer a competitive salary, a comprehensive training program along with the opportunity to join one of Ontario's most progressive co-operative crop and technology leaders. If you are interested in furthering a career in agriculture as part of an industry leader, developing innovative solutions and enhancing the profitability of our members, we want to meet with you!

## **About Great Lakes Grain**

**Great Lakes Grain.** is a grain marketing partnership between AGRIS Co-operative Ltd. and GROWMARK, Inc. (including FS PARTNERS, a division of GROWMARK, Inc.)

Great Lakes Grain is one of the largest operators of Ontario country elevators. It represents close to 500,000 MT (20 Million bushels) of storage capacity with total marketing in excess of 40 million bushels serving farmers at more than 30 AGRIS Co-operative and FS PARTNERS branded locations from Windsor through to Toronto and north to Georgian Bay.

Great Lakes Grain is a co-operatively run business which gives it an advantage because it has access to a broader reach into the market through the co-operative network. It operates under co-operative principles, values and its management team reports to a board of directors made up of representatives from its owner-partners.

Please forward your resume and cover letter in confidence by June 14, 2019 to:

**Great Lakes Grain HR**

Great Lake Grains  
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Chatham, ON  
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**Great Lake Grains is an equal opportunity employer. We thank all those who apply however only applicants selected for an interview will be notified.**