



Grain/Commodity Merchant

Career ID: 100

Job Location: Carman, MB

Position Type: Full Time

Start Date: Immediate

Linear Grain Inc, a growing, independent grain company located in southern Manitoba is seeking an experienced Grain/Commodities Merchandiser.

The position is responsible for the procurement and trading of commodities to achieve optimum financial results. The position is responsible for building and maintaining relationships with accounts which includes the handling of truck, rail and container logistics. This position requires a very high level of strategic thinking, market knowledge and employee development.

Description of position requirements:

Commodity trading:

- Manages commodity position and associated risk including contracting, marketing, foreign exchange, futures and transportation from the farm gate to the end user.
- Development and implementation of procurement strategies which include daily market prices for nearby and deferred deliveries, knowledge of grain contracting alternatives for customer grain marketing planning.
- Manages commodity inventories including direct ship and inventory purchases to ensure optimal profitability.
- Utilizes the most cost efficient transportation and logistics.

Marketing:

- Maintains and up to date knowledge of domestic and international market trends and competitor activities, revising marketing strategies and programs to capitalize on identified opportunities.
- Strategically seeks out new business that will profitably enhance and leverage company assets.
- Builds and maintains relationships with a large array of customers within the supply chain such as producers, end-users and transportation companies.
- Understands specific customer requirements in order to add value to both companies.

Professional Skills:

- Attends and completes ongoing training sessions and certifications to learn more advanced merchandising skills.
- Ability to make quick decisions in a fast and volatile marketplace.
- Utilizes company database program to document account activity.
- Understands and has strict adherence to corporate compliance policies, risk policies and programs

Education, Experience and Qualification Requirements:

- University degree in agriculture, economics or business/commerce.
- Three to five years' experience in grain merchandising and marketing commodities.
- Certifications and/or designations in commodity risk management, grain merchandising and derivatives.
- Proven record of successful, disciplined risk management in the grain business
- Ability to maintain effective working relationships with supply chain members and colleagues
- Computer proficiency with demonstrated ability in the use of spreadsheets, databases and word processing software within a windows based operating environment.
- Equivalent combinations of education and experience will be considered.

Salary/Bonus Structure

- Salary based on experience with profit sharing based on gross margin.

Please send cover letter and resume to:

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