



Great Lakes Grain | In-Branch Grain Originator | Agriculture

We have opportunities in Delhi, Drayton & Mitchell

Great Lakes Grain is looking for a motivated **In-Branch Grain Originator** to join our Team. As the **In-Branch Grain Originator**, you will generate revenue by proactively originating grain from existing customer base and non-targeted clients, and consult regularly with clients to ascertain client needs while developing long-term relationships. This position is also responsible for developing and implementing grain-marketing programs to provide profitable solutions in one of our AGRIS Co-operative and FS Partners locations to create long term value for the Organizations.

What will you be responsible for:

- Purchase grain for delivery into company facilities and direct delivery markets. Complete all administrative functions related to these purchases including contracts, settlements and provide updates to the Grain Merchandizers.
- Provide market information and cash grain bids to patrons aligned with the established grain marketing plan for your branch location.
- Provide ongoing market information and feedback to Branch Managers, Grain Origination Coach, Zone Grain Originators and Grain Merchandisers to support the development of effective procurement plans.
- Work to establish the company as the first choice in value-added grain marketing.
- Work closely with the branch team to support the marketing, customer experience and advisory sales efforts of the company through information on prospects, problems, and opportunities.
- Use targeted marketing, segmentation, and market analysis to facilitate origination to support customers and grow market share.
- Acquire new business through regular contact with current and prospective customers.
- Work with drivers, customers and facility personnel to set the time and location of on-farm and field pick-up purchases.
- Understand and follow all health & safety, environmental policies and procedures.

Requirements for this position:

- A University or College degree specializing in Ag Economics, Ag Marketing or Agri-Business, or equivalent years of experience.
- Understanding of the Grain Market, including: marketing strategy, grain risk management; market information, conditions and trends; price strategy, branding,



promotions, industry relations, policies and procedures, compliance and communications.

- Demonstrated ability to work independently as a self-starter, while committing to being a positive “hands-on” team player by displaying ongoing dedication to the branch team in both performance and reward.
- Knowledge of sales and the agricultural industry.
- Knowledge of Cooperative philosophies and principles preferred.
- Must have and maintain a valid G driver’s license and willing to travel independently as required.
- Passion for advice based sales and customer relationship development.
- Demonstrated ability delivering exceptional customer service experiences.
- May be required to work extended hours, particularly during peak seasons.

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 460,000 MT (18 Million bushels) of storage capacity with total marketing in excess of 30 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.

We offer competitive marketing options for fall-delivered and on-farm stored grain, and provide a complete array of grain services with combined resources and expertise through our owner-partnerships.

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 15, 2018 to:

FS PARTNERS

ATTENTION: Devin Homick
184 Windham Road 14, RR7



Simcoe, ON N3Y 4K6

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