

Our client is a thriving privately held multinational Agribusiness based in Canada, with presence in the United States and Asia. They are a global leader in the trading, marketing, and distribution of agricultural commodities and are dedicated to delivering value-added services that consistently exceed expectations. As a Commercial Grain Buyer, you will play a crucial role in our client's success by procuring grain from farm customers, aligning with their origination goals and merchandising strategies. Collaborate with dynamic team across Ontario as you develop and expand a client base, utilizing excellent customer service strategies while maximizing profit opportunities in this fast-paced and entrepreneurial role.

Commercial Grain Buyer

Western Ontario

Reporting to the General Manager, you will:

- Drive the procurement of grain from existing customers while expanding market share within assigned territories.
- Develop and execute comprehensive grain origination plans, aligning with long-term market share objectives to ensure successful outcomes.
- Strategically increase grain origination volumes, while concurrently enhancing profitability in adherence to merchandising team guidelines.
- Collaborate in the maintenance of a regional Supply and Demand (S&D) analysis for key commodities, contributing valuable insights to inform decision-making processes.
- Implement innovative strategies to effectively manage growing competition, leveraging cutting-edge approaches, programs, products, and services.
- Foster close collaboration with the logistics team, utilizing various communication channels, both internal and external, to facilitate seamless and timely deliveries.
- Proactively monitor and communicate pertinent shipping information, quality concerns, grade discrepancies, and any rejected shipments to relevant stakeholders.
- Oversee the administration of purchase contracts, meticulously managing the entire process to ensure accurate and timely payments to customers upon delivery.
- Uphold the highest standards of customer service, consistently delivering courteous and exemplary support to enhance overall client satisfaction and retention.

Your background includes:

- A university degree in Agriculture, Agribusiness is preferred while a recognized apprenticeship or is acceptable.
- 2+ years of working experience in the agriculture field, preferable in the grain sector.
- Strong knowledge of the Ontario grain and feed industry.
- Ability to work under constraints and high pressure, paired with excellent negotiating, and problem-solving skills.
- Excellent communication skills via phone, video or in person, with the ability relay market data effective to customers; bilingual (French), written and spoken, is an asset.
- Advance knowledge of common office programs, Agtech systems knowledge is an asset.

This role is office based at either at satellite location in Western Ontario near the 401 or from our client's Toronto headquarters. Travel requirements are limited and focused on visiting farm business clients. Compensation package is based on experience with a base salary, bonus and company benefits plan.

LITHERLAND & CO

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 **"Commercial Grains Buyer – 231218"**

Litherland & Co. is dedicated to fair and equal opportunities for all applicants. Candidates are selected upon the highest level of equity, diversity, and inclusion across the organization and throughout its hiring process. If you are selected for an interview and require accommodations, arrangements will be made for your convenience throughout the recruitment.