

Grain Marketing Advisor

Looking for a great place to work? A place where you can use your strong agriculture background in a unique way? Then consider a position as AgChieve's newest Grain Marketing Advisor.

AgChieve is proud of a proven track record, providing more than 15 years of outstanding grain marketing advice to a long list of loyal Manitoba, Saskatchewan and Alberta grain, oilseed and livestock producers. The Grain Marketing Experts at AgChieve provide timely information and valuable sell recommendations on wheat, canola, soybeans and over 20 other commodities and markets.

The environment at AgChieve is rooted in teamwork. As a small, local company we pride ourselves in providing an open and educational work environment to facilitate employee growth and provide the best customer service to our clients. With years of experience under our belts you will be learning from experts in the industry who are eager to share their knowledge.

The position of Grain Marketing Advisor is critically important, as the successful candidate will grow into a position with direct control of the level of service delivered by AgChieve. The incumbent must be 100% dedicated to providing the very best in customer service. If you are looking to break out of the status quo by joining a company where you will have the freedom to put your stamp on the organization ... this may be the place for you!

This job is conveniently located off Sterling Lyon Parkway.

To learn more about us go to <https://agchieve.ca/>

Job Responsibilities and Duties

- Create and promote a positive image of AgChieve through exercising sound and ethical business practices to clients, suppliers and the public
- Work closely with customer service and grain marketing advisors to guarantee a seamless and satisfying experience for clients and prospective clients
- Work together to readily identify selling opportunities as they happen
- Input high quality client contact information into a customer relationship management database
- Exemplify excellence in customer service on behalf of AgChieve in order to meet the client's reasonable expectations and maintain goodwill for future business
- Continually improve and enhance marketing knowledge and sales skills
- Continually look for process improvements and recommend changes to senior management
- Promote marketing strategies in accordance with those provided by AgChieve
- Read and research topics as required
- Attend regular marketing meetings with AgChieve's senior analyst and advisors
- Attend trade shows as required
- Any other related duties that may be required for the good and efficient operation of the company

In this role you will learn to

- Acquire clients
- Provide consulting services to clients and prospective clients
- Professionally maintain and service client accounts
- Develop and review marketing plans with clients
- Monitor clients' marketing objectives
- Keep clients informed of market changing conditions
- Provide clients with recommendations on when to sell their grain in the cash market
- Act as a backup for other roles within the team as needed

Qualifications

- A diploma or degree in agriculture, marketing or business; or sufficient experience in a related field
- Strong knowledge of the disciplines of grain marketing
- Has an understanding of charting and technical analysis
- Demonstrates proficiency in written/oral communication in the English language
- Demonstrates proficiency in Microsoft Office
- A desire to set and achieve personal and team goals
- Strong organizational & multi-tasking skills
- Detail-oriented to manage time-sensitive projects in a sometimes-distracting environment
- Experience with CRMs would be considered an asset
- Ability to dedicate a high level of energy to job-related duties
- Takes responsibility for their own professionalism

Next Steps

Please submit a resume and cover letter to david@agchieve.ca.

In your cover letter, please (briefly) outline the following 4 items:

- Education
- Experience
- Why you are interested in the role?
- Your (ballpark) salary expectations

We would like to thank all applicants in advance for their interest in AgChieve.

We encourage applications from all qualified individuals and believe strongly in diversity.

Only qualified candidates will be contacted.