

Crop Protection & Nutrients Consultant



CMI Terminal JV Locally Owned, Globally Connected

Job Description

- This position is accountable for obtaining business results through developing, maintaining and expanding the customer base within the marketing area in relation to the marketing of agri-products.
- Manages a client base within the parameters of the market area's grain and farm supply marketing strategies to ensure financial and operating targets are met and/or exceeded yet maintains balance with customer needs and service objectives.
- Establishes, maintains and conducts ongoing analysis of customer profiles in order to identify and act upon trends, market requirements and potential business opportunities. Demonstrated high degree of knowledge in order to provide accurate and timely information/advice to current and potential customers. Will demonstrate talent for bargaining and negotiating while ensuring all procurement and sales practices are congruent with corporate policy. Portrays image, direction and respects confidentiality of both company and producer's business.
- Analyzes current and future agricultural trends and service needs. Able to develop and implement strategies and actions to create opportunities.
- Develops and maintains effective business relationships with current and potential future customers. This will be based on an approach of targeting customers with whom the company can profitably do business.
- Supervises the checking of merchandise received for quality and quantity; makes the necessary notations on the weigh bills.
- Maintains procedures for the efficient, safe warehousing of all merchandise received with regard to space, accessibility and positioning stock to prevent losses.
- Keeps informed of competitor activities within the market area, while recommending marketing programs and service revisions.
- Keeps the manager informed of levels of existing stock and prepares orders for additional supplies within guidelines as required.
- Reviews customer accounts to ensure payments are within approved credit policy and performs collection functions as required.
- Supervises and participates in housekeeping programs, which promote safe working conditions and provide neat, clean appearance.
- Participates in trade shows, including developing promotional themes, booth layout, set up and show attendance.
- Performs other related duties as required.

Required Experience

Successful completion of a Certificate in Agriculture Program, Agri-Business Certificate or equivalent work experience, five (5) years of progressively responsible experience in agri-business and/or other related customer service function, a minimum of two (2) years of which are involved in agri-product sales and service and a valid class 5 drivers license.

Job Location: Naicam Saskatchewan

Position Type: Full-Time/Regular

Salary: Negotiable

Close Date: December 9th, 2011

CMI Terminal offers competitive wages and rewards performance, as well as a Health Benefit plan. CMI Terminal is committed to equal employment opportunities for all qualified individuals.

Submit resume or for more information please contact:

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or call 306-872-2777