



MERCHANDISER

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Other job titles:

- Commercial Manager
- Commodities Trader

SALARY RANGE:

\$70,000-

\$150,000

per year

BENEFITS CAN INCLUDE:

- Dental & Medical Plans
- Pensions
- Life Insurance
- Bonuses
- Tuition Reimbursement
- Employee Assistance Plans
- Wellness Plans
- Career Growth

DESCRIPTION

A merchandiser is able to prepare and analyze profit and loss and other divisional month end reports. Builds and maintains relationships with key strategic accounts. Strategically seeks out new business that would profitably enhance company assets. Strategizes and collaborates with customers in order to add value to both companies. Is able to prepare and give presentations of influence to upper management as well as outside customers as required. Provides detailed business opportunities such as supply agreements and joint ventures to commercial manager. Develops a good working knowledge of freight spreads and competitor activities and forms future business strategy. Handles all compliance and audit related issues in a timely manner to ensure compliance with corporate mandates. Understands upper management strategic goals and drives goals of self and coworkers in accordance.

KEY RESPONSIBILITIES

The Merchandiser role has many responsibilities, including:

- Maintains a clear customer account list that is defined by volume price and strategic benefit
- Attends training sessions external and internal to keep on top of new technology and innovation. Ensures the most cost efficient transportation and logistics, including discussions with corporate traffic department.
- Works to make quick decisions in a fast market while accepting the responsibility to defend them through business planning and analytical presentation
- Develops a clear understanding of local, national, and world markets and trends commensurate to their experience level within the company
- Develops superior knowledge of plant operations and guides operations through presentations and daily examples of cost saving and margin enhancing synergies
- Works to attain positive, cooperative relationships with internal colleagues across divisions and responsibilities
- Effectively uses communication channels for proper coordination within the office and other locations
- Portrays a positive image of the company and self when interacting with customers and colleagues
- Prepares and submits daily and ad hoc reports

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- Prepares and submits daily and ad hoc reports
- Helps develop and train new employees

THIS JOB IS FOR YOU IF...

You can think analytically and conceptually

You have impact and influence

You are information seeking and business savvy

You are a good strategic business planner

You want to be part of a community within an industry that has been established for hundreds of years

You are willing to work outside normal business hours including weekends

JOB REQUIREMENTS

- University degree in agriculture or business (i.e. economics, finance, accounting), supplemented with a minimum of two (2) years' experience in the marketing of commodities and related food, feed and/or fuel products in North America. Equivalent combinations of education and experience will be considered.
- A master's degree is considered an asset
- Demonstrated capacity to excel within high risk, fast-paced work environment
- Proven ability to assess risk and exercise sound judgment in making decisions
- Demonstrated negotiation and interpersonal skills
- Demonstrated knowledge and understanding of the domestic and international trade
- Proven ability to manage effectively within a team based work environment
- Ability to develop and maintain effective working relationships with end-users, suppliers, and internal customers
- Computer competent, with demonstrated ability in the use of spreadsheet, database, and word processing software
- Knowledge of applications within a windows-based operating environment
- Committed to corporate ethics policies and safety programs.

Possible Degrees/Training:

- Logistics
- Milling Science
- Supply Planning
- Business
- Ag-Business
- Industrial Engineering
- Ag-Economics