POSITION TITLE: Field Representative

LOCATION: Blackfoot, ID

COMPANY:
GrainCorp is an international leader in food ingredients and agribusiness, creating value by connecting consumers and producers. We operate a range of multilinked businesses: Corporate, Storage & Logistics, Marketing, Ports, Malt and Oils – providing an increasingly important service across the food supply chain.

GrainCorp Malt is an international, performance-driven malt supplier. It operates 18 strategically located malt production facilities operating in the United States as Great Western Malting, in Canada as Canada Malting Company, in Australia as Barrett Burston, in Germany as Shill Malz & in the United Kingdom as Bairds Malt. We are the world’s fourth largest commercial malt producer. We celebrate our people & we work together as part of a high performing team to deliver on what we promise. We’re focused on developing a skilled workforce and encouraging diversity of both people and thinking.

POSITION SCOPE:
Great Western Malting is seeking a field representative to join our Grain Procurement team in managing the buying and contracting negotiations of barley & wheat within the competitive environment of the Western US region. Our Field Representative are personable, self-motivated, high integrity individuals who are passionate about barley & grain procurement, and understand the importance of developing and maintaining strong relationships to ensure a high quality harvest. They demonstrate their knowledge of barley & wheat production techniques, quality evaluations, pesticides, contracting and pricing through effective communication and frequent in-person visits with customers & growers.

RESPONSIBILITIES:
- Manage buying and contracting barley & wheat negotiations with growers
- Develop and maintain business relationships with customers through effective communication and promotion of our brand
- Secure and purchase a reliable supply of the highest quality grains
- Produce accurate, timely grower settlements
- Meet sales objectives in competitive environment, monitoring competitor activity
- Communicate all grain logistics issues, and opportunities
- Understand and respond to crop pressures in the marketplace
- Monitor and understand freight costs and shipping dynamics
- Establish forecasts and budgets
- Prepare contracting plans for timely delivery of raw material to Plant facilities
- Frequent travel of up to 50% may be required during peak times

EXPERIENCE:
- Minimum of 3 years of experience within the agricultural industry is preferred
- Solid understanding of barley production techniques
- Contracting and pricing experience
- Excellent oral and written communication skills
- Strong interpersonal and organizational skills
- Proficient in Microsoft Office programs; specifically Word, Excel & Outlook
- Experience utilizing Microsoft Dynamics AX is an asset
- Ability to stay within budget requirements
- Knowledge of the malting & brewing processes and market is an asset
- Proven track record of developing relationships within the industry
- Capacity to embrace change in continually fluctuating business environment is essential
- Ability to meet physical demands of the position including exposure to extreme outdoor climates, working for long periods while standing, lifting 40+ lbs, bending & kneeling.
- Ability to travel up to 50%
- Valid Driver’s License is required
EDUCATION:
Bachelor’s Degree in Agriculture/Agronomy related discipline, or equivalent combination of education and experience.

COMPENSATION:
A competitive compensation and benefits package will be provided including: medical/dental/vision/RX plan, flex spending accounts, EAP, paid holidays, paid time off program of 4 ½ weeks, basic & voluntary life insurance, STD, LTD & 401(k) plan. Employees are eligible for Brewcraft product discounts, as well as discounts from various external vendors.

CONTACT:
Interested applicants should forward a cover letter and resume by June 15th, 2015

Human Resources – GWM

gwmhr@greatwesternmalting.com