Immediate Opening: Grain Originator/Marketing Rep.

**Summary:** Ririe Grain & Feed Cooperative Inc. has an immediate opening for a Grain Originator/Marketing Representative. Qualified applicants will have good work ethic and quality communication skills, an agricultural sales background is a plus. This position will work closely with the manager to enhance services to member patrons and increase sales in our trade territory. Salary DOE. This position will report to the Manager.

**Essential Duties & Responsibilities:**
- **Procurement & Marketing** - Develops and executes marketing plans to drive short and long term growth. Maximizes procurement through efficient utilization of an advertising budget, relationship management and other communications. Stays current with industry trends for future research and development.
- **Promotion** - Educates and provides marketing opportunities for patrons.
- **Risk Management** - Demonstrates understanding, analysis and makes recommendations as to risk management strategies. Assists with the development of marketing plans for producers. Prepares grain inventory reports and grain purchase contracts.
- **Operations** - Coordinates with management and operations staff to assist in operations, logistics and maximizing efficiencies. Works closely and assists the buying and selling of grain and purchasing of freight. Assist in with Operations as needed during harvest and seed seasons.
- **Seed Management** – Oversees the certification process and operations of the Seed Division. Coordinates labor and logistics with operations team to ensure efficient operation of the Seed Plant.
- Evaluate seed varieties through university trials and farm results, educate Patrons on variety characteristics and make recommendations that enhance grower profitability

**Desired Skills & Experience:**
- Proven work experience as a sales representative
- Excellent knowledge of MS Office
- Familiarity with Agris grain accounting software a plus
- Highly motivated and target driven with a proven track record in sales
- Excellent selling, communication and negotiation skills
- Prioritizing, time management and organizational skills
- Ability to create and deliver presentations tailored to the audience needs
- Relationship management skills and openness to feedback
- BS/BA degree or equivalent

**Requirements:**
Valid Drivers License
High School Diploma
Must be able to lift 50lbs
Exhibit a professional image and work ethic at all times
This position requires working in extreme weather conditions, heat, cold, wind etc.
Must be able to Sit/Stand on hard surfaces for long periods of time, and perform strenuous physical labor at times
Potential to work long irregular hours during seasonal times of the year