



## Eastern Canada Sales Executive

*Remote Position*

### **About Us:**

Greenway is a leading player in the global agricultural commodities market, specializing in the sourcing, trading, and distribution of a wide range of high-quality agricultural products. With a strong commitment to supplier and customer satisfaction, we are dedicated to connecting producers and consumers worldwide through a transparent and efficient supply chain.

### **Job Description:**

We are currently seeking a dynamic and results-driven Agricultural Commodities Sales Specialist to join our experienced sales team. The successful candidate will possess a deep understanding of agricultural commodities, an extensive network within the industry, and a proven track record of driving sales growth. As an Agricultural Commodities Sales Specialist, you will play a vital role in expanding our market presence, fostering relationships with key stakeholders, and contributing to the success of our trading operations.

### **Responsibilities:**

- Develop and execute strategic sales plans to achieve and exceed sales targets for a variety of agricultural commodities.
- Identify and engage potential buyers and sellers within the agricultural sector, including producers, processors, distributors, and traders.
- Build and nurture strong relationships with existing clients and partners to ensure repeat business and long-term collaborations.
- Monitor market trends, supply and demand factors, and pricing dynamics to make informed trading decisions.
- Negotiate and finalize sales agreements, contracts, and terms while ensuring compliance with regulatory standards and company policies.
- Collaborate closely with the trading and logistics teams to facilitate seamless and efficient order fulfillment and delivery.
- Stay current on global market developments, geopolitical influences, and trade policies affecting agricultural commodities.

- Provide exceptional customer service by promptly addressing inquiries, resolving issues, and ensuring client satisfaction.
- Prepare and present regular sales reports, performance analyses, and forecasts to management.

**Qualifications:**

- Bachelor's degree in Agriculture, Business, Economics, or a related field (or equivalent work experience of at least 3 years).
- Proven success in agricultural commodities sales, with a demonstrated ability to generate and close deals.
- In-depth knowledge of various agricultural commodities, market trends, and trading practices.
- Strong negotiation, communication, and interpersonal skills.
- Established network of industry contacts and potential clients.
- Analytical mindset with the ability to interpret market data and make informed decisions.
- Proficiency in using trading platforms, CRM software, and Microsoft Office Suite.
- Willingness to travel domestically and internationally as required to attend trade shows, conferences, and client meetings.

**Benefits:**

- Competitive base salary with performance-based commission and year-end bonuses.
- Comprehensive training and professional development opportunities.
- Health, dental, and vision.
- Travel reimbursement and allowances for business-related travel.
- Opportunity for career advancement within a dynamic and rapidly growing company.

**Application Process:**

Interested candidates are invited to submit their resume and a cover letter outlining their relevant experience and suitability for the role. Please send your application to [andrea.adam@gwayinc.com](mailto:andrea.adam@gwayinc.com) with the subject line "Agricultural Commodities Sales Specialist Application"

Join our team and play a crucial role in shaping the future of agricultural commodities trading while advancing your career in a dynamic and rewarding industry!

Greenway is an equal opportunity employer. We encourage applications from candidates of all backgrounds and experiences. Only shortlisted candidates will be contacted for an interview.