



Soy and Canola Meal Sales Executive

Job Type: *Permanent Full-time*

Schedule: *Monday to Friday*

Pay: *From CA\$80,000.00 per year*

Compensation Package: *Bonus Pay*

Benefits:

- *Dental care*
- *Vision care*
- *Work from home*
- *Paid time off*
- *Extended health care*
- *Flexible schedule*
- *Life insurance*

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, with expertise in Canola and Soy Meal trading, 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.

Key Responsibilities:

- Develop and execute strategic sales plans to achieve and exceed sales targets for Soy and Canola Meal
- 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.

Qualifications:

- At least 2 years of experience trading Soy and Canola Meal
- Excellent written and verbal communication skills
- Ability to multi-task, organize, and prioritize work

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 with the subject line "Soy and Canola Meal Sales Executive"

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!