

Please send your  
resume to:

Sherry Dunn Regional HR  
Business Partner  
Sherry\_Dunn@G3.ca

G3 is proud of its diverse  
workforce comprised of  
employees who are valued  
for their individual skill and  
attributes.

Applicants should contact  
the Regional HR Manager if  
they require accommodation  
during the competition  
process on a confidential  
basis.

## **Job Title:** Farm Business Representative

**Location:** G3 Saskatoon West Terminal, 7 kilometers west  
of Saskatoon on Highway 14

### **The Opportunity:**

Farm Business Representatives are responsible for procuring grain and implementing a Customer Relationship Management strategy to best position G3 for short term and long term success in the marketing zone for the location. This includes maintenance of relevant customer data and execution of segmented marketing and sales plans for customers and prospects that achieve G3's goals.

The successful candidate will promote G3 programs, build relationships with farmer-customers, and help create and maintain a positive reputation for G3 in the community.

### **Core Responsibilities:**

- Promote G3 programs and cash bids to farmers in the zone to achieve and exceed budget goals for the terminal.
- Ensure accurate and timely reporting of all relevant business information to and from G3 head office
- Maximize customer retention by ensuring the G3 customer experience is always positive
- Manage all financial risks by ensuring good processes are in place for all contract obligations
- Other duties as assigned, including assisting other terminal staff during peak work demands as part of a team effort to achieve overall terminal goals.

### **Knowledge, skills and abilities:**

- Extensive knowledge of grain buying and handling, combined with an entrepreneurial aptitude that has resulted in identification and realization of profitable business opportunities.
- Excellent customer service orientation, with an ability to balance customer demands and corporate efficiency and profitability.
- Excellent communication skills and a demonstrated collaborative approach to working with farmers, colleagues and business partners.
- Excellent organizational skills.
- Proficiency with office computer programs.

G3 provides the opportunity to have a challenging and rewarding career that will allow one to be part of a growing and dynamic company while offering a competitive salary. Join our diverse team of talented professionals who call G3 home!

**This posting will remain open until a suitable candidate is selected.**

*Building a smarter path from farmers' fields to global markets.*