



**MOVING  
TRADITION** *forward*  
**PARRISH & HEIMBECKER, LIMITED** *est. 1909*

Parrish & Heimbecker, Limited with its head office located in Winnipeg has been in the agriculture business for over 100 years. We have approximately 1300 employees across Canada and the Northern U.S. and operate a variety of subsidiary companies covering all aspects of the Agricultural field. We offer a positive working environment, competitive compensation and benefits, and the opportunity to contribute and succeed within a growing Canadian company.

**Customer Service Representative  
Quill Lake, SK**

We are currently seeking a Customer Service Representative (CSR) to identify and develop new business opportunities for the location while strengthening existing customer relationships through a high standard of customer service. The CSR will promote the benefits of P&H's programs and services and provide producers with solutions for current and future business needs.

**Duties and responsibilities include, but are not limited to:**

- Prospecting and new business development
  - Generate profitable business agreements for the location and P&H at large
  - Work with producers to create viable solutions for their business needs
  - Identify and monitor reoccurrence of business needs to determine trends and rising business opportunities
  - Anticipate future business needs by using proactive measures.
- Fostering and developing customer relationships
  - Promote the programs and services offered by P&H in a manner that highlights the benefits to the producer
  - Maintain contact with customers and manage their needs
- Contributing to the success of the CI business
  - Assist with developing budgets, forecasts, and meeting inventory targets
  - Ensure constant communication with GM
  - Create customer plans, weekly sales plans and efficiently create new weekly call planners
  - Ensure contracts are compliant at all times
- Grain marketing including the ability to match the requirements of the elevator to the stocks available on-farm in the market area
- Contracting all types of grain from farm customers in accordance with the business plan
- Work with other business areas and departments, as required.

**Qualifications:**

- Completed degree or diploma in an Agriculture program
- Experience in the Agriculture industry
- Customer service and/or sales experience would be considered an asset
- Ability to work independently, as well as contribute to a team
- Strong analytical, organizational and time-management skills
- Valid driver's license

If interested, please apply online: [http://parrishandheimbecker.com/career\\_all](http://parrishandheimbecker.com/career_all)

P&H is committed to building a skilled, diverse workforce reflective of Canadian society. As a result, it promotes employment equity and encourages candidates to indicate voluntarily on their application if they are a woman, an Aboriginal person, a person with a disability or a member of a visible minority group. Accommodations for disabilities in relation to the job selection process are available upon request.