



Grain Sales Associate 2020

All candidates must complete Cargill's online application prior to interviewing. Below you will find a link that will direct you to complete the application for this position. To be considered for employment with Cargill, you must apply online and complete the entire application process, along with an e-signature. Please complete your application as soon as possible.

Position Application: <https://cargill.taleo.net/careersection/10220/jobdetail.ftl?job=CAN00651&tz=GMT-05%3A00&tzname=>

Early Careers at Cargill:

From day one, you will be an integral part of the team. You will have the opportunity to build specific skills, knowledge and attitudes that will enable you to transition to various roles within Cargill. We pride ourselves on having one of the most diverse career trajectories in the industry. As an associate, you will collaborate and build relationships with colleagues and clients who represent diverse work, culture and resolution styles. At Cargill we look for people who want to grow, support, think and produce. You've got big plans. We can help you pursue them.

Grain Sales Associate Position:

Cargill's Agricultural Supply Chain – North America (CASC NA) connects agricultural producers to food, feed and industrial customers through a seamless supply chain. We help our customers compete in the global market and efficiently deliver products from origins to destinations through our marketing, sourcing, originating, storing, trading, consulting and processing of grain, oilseeds and crop inputs products and solutions. CASC NA business reaches across Canada, United States & Mexico with an expansive asset footprint including over 200 grain elevators, export/import facilities, oilseed crush plants and biodiesel facilities.

You will participate in a sales training program to prepare you to become a specialist in competitive grain origination and the sale of various grain marketing solutions. To accomplish this, you will train with Cargill employees from various job functions to learn how to develop long-term relationships with identified customers, working both over the phone and face-to-face with grain producers on the farm. You will gain hands-on experience by working on various projects in the agricultural sales and marketing area and by shadowing Cargill employees from various job functions. Grain Sales Associates will learn how to help farmers prosper and maximize their return by utilizing Cargill's full range of products, solve customer problems and create new opportunities. Typically a GSA will be assigned a territory within 12 months.

Associate Program Benefits:

- Cargill offers relocation benefits to associates who qualify (based on mileage).
- Associates are eligible for a supplementary health, dental, disability and life benefits package.
- Tuition reimbursement benefits are offered to associates who wish to continue their education in their career field.
- Associates are offered competitive retirement plans and registration assistance.
- As employees, associates receive access to Cargill volunteer and community outreach opportunities and paid time off to participate in volunteer activities.

Job Locations:

- Various locations across Manitoba, Saskatchewan and Alberta
- Movement from an associate role to an experienced sales position may require additional relocation.
- Frequent travel within assigned region for meetings with customers, prospects and other Cargill personnel. You must have a safe driving history; a motor vehicle record history will be reviewed.

Required Qualifications:

- Currently pursuing a Bachelor's degree from an accredited program graduating between December 2019 and August 2020
- Ability to relocate to various locations throughout Western Canada
- Demonstrated ability to work effectively with individuals from diverse backgrounds and cultures
- Ability to contribute, both as part of a team and individually
- Strong communication skills – written and oral
- A valid Canadian driver's license and clean driving record
- Must be legally entitled to work for Cargill in Canada

Preferred Qualifications:

- Currently pursuing a Bachelor's degree from an accredited program with a major in Agricultural Business, Ag Econ, Ag Management or similar agricultural discipline graduating between December 2019 and May 2020
- Previous intern or co-op experience
- Overall 3.0 GPA or higher
- Demonstrated ability to solve problems and make decisions independently
- Excellent interpersonal, written and oral communication skills, with ability to influence decision-making
- Demonstrated leadership skills and experience

Working at Cargill is an opportunity to thrive—a place to develop your career to the fullest while engaging in meaningful work that makes a positive impact around the globe. You will be proud to work for a company with a strong history of ethics and a purpose of nourishing people. We offer a diverse, supportive environment where you will grow personally and professionally as you learn from some of the most talented people in your field. With more than 150 years of experience, Cargill provides food, agriculture, financial and industrial products and services to the world. We have 150,000 employees in 70 countries who are committed to feeding the world in a responsible way, reducing environmental impact and improving the communities where we live and work. Learn more at www.cargill.com.

Cargill is an equal opportunity employer.