Alumni and December grads: This is a grain origination role that will buy for Cargill's soybean crush facility in Lafayette, IN and grain elevator in Linden, IN that feeds a Valero ethanol plant. This position will sit in the regional office located in West Lafayette, IN.
If there are questions please contact James Gentry at James_Gentry@cargill.com
https://cargill.taleo.net/careersection/2/jobdetail.ftl?job=LAF00179

**Origination Specialist-LAF00179** Cargill provides food, agriculture, financial and industrial products and services to the world. Together with farmers, customers, governments and communities, we help people thrive by applying our insights and over 150 years of experience. 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.

**Description**

Position Purpose:
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, biodiesel facilities, and farm service centers. The position will generate revenue by proactively and efficiently buying grain from and selling grain marketing solutions to targeted farmers (and designated others) within the region. Work in close alignment with Merchants, Farm Marketers, Personal Marketing Managers, and Customer Service Representatives to achieve overall business results and deliver superior customer service. They will deliver against agreed upon business goals and drive consistent execution of critical processes and systems in a manner that aligns with our values of safety and being the “Partner of Choice” for our customers.

Principal Accountabilities:
- **55%** - Buy grain (predominantly but not exclusively via phone) to maximize profitability and handle through Cargill and designated third party locations, ensuring compliance with applicable buying and margin management policies, procedures and contract management systems. Achieve grain purchase goal objectives at optimal margin through input to and alignment with merchandising objectives.
- **30%** - Generate solutions revenue by selling grain marketing solutions that fit the needs of the farmer customer. Achieve solutions goal objectives in a responsible and profitable manner.
- **15%** - Provide effective customer management for a designated list of accounts – ensuring accurate and timely contract management, leveraging sales effectiveness tools and processes, sharing customer insights and collaborating across product lines (CAMS) to maximize Cargill’s overall share of wallet.

**Qualifications**

**Required Qualifications**
- 1 or more years of proven sales professionalism/experience
- Proven ability to professionally manage customer relationships
- Proven ability for self-motivation without supervision
- Proven high sales achievement, preferably in a high volume and non-face to face environment
- Proven communication skills (written, oral, listening)
- Proven ability to work effectively across all levels of the organization and functions, inside and outside of Cargill AgHorizons.

**Preferred Qualifications**
- 2 year post-secondary education or equivalent experience
- Broad knowledge of Cargill's (or equivalent) Sales Effectiveness best in class model and Sales Framework
- Broad knowledge of Cargill’s (or equivalent) grain sales contracting process and customer service support offering.
- Understanding of grain commodity futures, future spreads, basis relationships
- Understanding of grain quality management and its associated commercial opportunities
- Understanding of grain flows and ability to capture opportunities the market presents
- Knowledge of production agriculture and farm profitability factors.
Equal Opportunity Employer, including Disability/Vet.

Job
Sales

Primary Location
US-IN-Lafayette

Schedule
Full-time

Job Type
Standard

Shift
Day Job