Senior Originations Merchant

To Apply:
Apply online at www.andersonsinc.jobs and search R5970

Position Overview
The Senior Originations Merchant is a sales and relationship role responsible for establishing new accounts and maintaining and servicing existing accounts. This position plans, develops, and implements sales strategies to ensure long term growth and profitability. This position applies a seasoned knowledge of industry, products and services offered, market trends, rules and regulations, gross profit, and pricing to make recommendations to customers, meet established sales/deal goals, and expand account base.

Key Responsibilities
- Create plans for and execute on lead generation - locate, evaluate and recruit potential customers/clients.
- Serve customers; introduce new product/service offerings; address inquiries and resolve issues; manage deal details, credit and payment terms.
- Establish and achieve gross profit goals for the business which are consistent with growth and target/threshold objectives.
- Responsible for all business activity including adhering to merchandising policies, managing trade risk, and all aspects of contract closure including AR, AP, and problem resolution.
- Participate in marketing and trade activities, utilize experience and seasoned sales perspective to recommend new/changes in marketing approaches.
- Manage administrative requirements of the position. Maintain and leverage data and resources to develop and execute sales plans, as well as to inform the department through reporting or sharing of information.

What is expected of you and others at this level
- Has solid understanding of business, financials, products/services, the market, and the needs of assigned accounts; may help develop colleagues’ understanding, may be recognized as an expert in one area.
- Complexity is high (territory/accounts, product/services, sales or account management process); may serve as a team lead.
- Has high level of authority/opportunity to set and negotiate product service terms.
- Plans own territory or account approach and manages own resources.

Minimum Qualifications & Skills
- Bachelor’s Degree required.
- 4-7 years’ relevant experience required.
- Specialized certifications preferred (specific to assigned industry).
- Must have a valid Driver’s License.
- Must be able to drive for the company according to the Company’s Vehicle Safety and Driver Qualification Policy.

Additional Job Description
- Building teamwork within the Profit Center with a strong knowledge of all factors that lead to a consistently profitable and sustainable business.
- Deep understanding of the business, assigned market, products/services and the needs of assigned accounts.
- High level of integrity and work ethic.
- Ability to solve complex problems.
- Attention to detail.
- Ability to work individually as well as in a team environment.
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- Receives a moderate level of guidance and direction
- Develops colleagues’ and customers’ understanding
- Strong leadership skills
- Complexity is extremely high (territory/account, product/services, sales or account management process); serves as a team lead
- Has extremely high authority and opportunity to set and negotiate product and service terms

**Note:** This job description is intended to describe the general nature and level of work performed. It does not include all responsibilities and skills required of the job and may be changed at any time. All responsibilities must be completed in compliance with all safety protocols, policies, procedures and consistent with the spirit and philosophy of The Andersons’ Statement of Principles.

The Andersons is a Drug-Free Workplace. The Andersons, Inc. is an EO employer – M/F/Veteran/Disability.