



Role Title: Crop Production Field Services Manager

Supervisor: David Brand, General Manager | Crop Input and Seed | Ontario and Atlantic

Status: Permanent, Full Time

Date: January 11, 2023

Sollio Agriculture, the Agri-business Division of La Coop Federee, is a Canadian leader in the agriculture industry. It specializes in the merchandising of farm inputs and value-added agronomic services. It benefits from a synergy between three sectors: livestock production, crop production. Present in almost every part of Canada, it has close to 1,100 employees in Canada and abroad. For more information about Sollio Agriculture, visit sollio.ag.

In this exciting opportunity you will act as the primary point of contact for all Joint Venture Partners and CRF AgriTech LP under the General Manager, Crop Input and Seed (Ontario and Atlantic) to streamline strategic Crop Production activities including but not limited to forecasting, position management and product supply/availability. Support Procurement and Logistics teams to ensure product is positioned effectively and in accordance with the needs of the Joint Ventures. Consolidate key activities and data to review with General Manager, Crop Input and Seed (Ontario and Atlantic).

CHALLENGES WE OFFER:

- Manage internal communications with all JV Partners to ensure information flow is consistent and timely regarding rebates, allocations, program offers and strategic initiatives;
- Take part in rebate reconciliations and disseminate results to JV Partner's to keep alignment across the network regarding gains and losses within the business;
- Review outstanding commitments, forecast tracking and shipment trending within each Joint Venture business;
- Discuss and carry out logistical and buying opportunities to mitigate risk of potential unforeseen market volatility, supply shortages, etc.;
- Analyze position status and benchmarking metrics ensuring a clear line of sight on sales positions and business performance for the General Manager, Crop Input and Seed (Ontario and Atlantic);
- Support Crop Production Procurement functions by facilitating offer reviews and reconciliation; review historical shipments and positions to determine fair and equitable coverage across Joint Venture businesses;

- Distribute fertilizer price lists and market communications to all associated businesses to ensure consistent information flow. Manage new sale requests in cases where Buyers have proactively provided sales allocations to manage;
- Evaluate shipments and resupply with Logistics Manager to execute the movement of fertilizer through Network Terminals as forecasted by Joint Venture businesses and to suit the manufacturing schedule of CRF AgriTech LP;
- Participate in quality and/or service concerns as needed and follow up with Partners where a solution has been made;
- Participate in supply and demand planning with CRF AgriTech LP in effort to maximize distribution of product efficiently across the network;
- Maintain excellent business relationships with the various departments of the organization as well as with internal and external business stakeholders;
- Act as gatekeeper reporting to the General Manager, Crop Input and Seed (Ontario and Atlantic) to centralize interactions and activities across Joint Venture businesses.

YOU FIT THE FOLLOWING PROFILE:

- You hold a bachelor's or college degree in Business Management or a related field
- You have a minimum of 2 years in management positions or relevant positions in the agriculture industry
- Effective cooperation with a diverse group of business stakeholders and employees;
- Excellent communication skills (both verbal and written);
- Having an understand the Ag Retail landscape would be an asset;
- Ability to multitask and adapt to change;
- Approachable with a positive attitude;
- Ability to travel throughout Eastern Canada, a valid drivers license is essential.

If you want to join the ranks of an organization with a bright future that provides interesting challenges, a stimulating work environment as well as a competitive compensation package, we invite you to join our team. Send your application to <http://sollio.ag/career>.

We thank all candidates for their interest in this position; however, only those selected for further consideration will be contacted. Sollio Agriculture is an equal opportunity employer.