



Grain Marketing Manager

The Company:

IntelliFarms believes that farmers deserve a product supplier they can trust. The products and services they purchase from IntelliFarms are backed by our experience, our actions and our commitment. IntelliFarms believes that Farmers should be paid for the excellent products they grow.

IntelliFarms believes that its employees deserve a company they can believe in. We offer every employee an environment of trust, of great challenge and an opportunity to advance his or her career.

IntelliFarms expects its employees to set and meet challenges, to constantly improve performance, to innovate, to never stop learning and to work for everyone around them, especially our company's customers.

Our Need:

IntelliFarms is looking for an individual who embodies the qualities outlined above. Our ideal candidate should be a highly-driven, self-starter who isn't afraid to hit the road and the phone to meet customers and prospects face-to-face and build personal relationships across the Agriculture Value Chain.

This is a NEWLY Created, groundbreaking position with an exciting opportunity to change the way Grain is Marketed across the Ag Value Chain. Using Proprietary Software, this person will get the chance to see Grain and Traits in grain that is safely stored on the Farm. The Grain with those traits can then be Marketed to where it finds its best use. Corn that has Higher Oil Content can be sold to those who want that quality trait. Corn with Higher Carbohydrate content can find its way to those who want that trait. Specialty Grains stored on the Farm will have a better chance to find its best use. As importantly, End Users will be able to find the quality traits that will help them manage and protect their Great Brands.

Imagine this, as the Head of Grain Marketing for IntelliFarms, this position will be a pioneer in the Ag Grain Marketing Space. It will be the Direct Connection between the Farm Gate and the End User with no blend in between.

This position will build relationships with Producers, Inside IntelliFarms Personnel, and End Users of Grain and Grain Products. Expect to be in front of Users of the Software guiding them to Grain for their best use and protection of their brands. It is not often one has a chance to make a big difference in their fields. This is one of those opportunities and will require courage and tenacity with all players along the Value Chain.

This is Not a Long/Short Trading Position job. This is a new way of looking at the Value Chain from the Farm Gate to the End User with the help of Proprietary Software.

A qualified individual should have the following skills:

Excellent interpersonal and conversational skills – Your time will be spent building personal relationships all along the Ag Value Chain and inside IntelliFarms. This is a New way of thinking about Marketing Grain. This is Not a Long/Short Trading Position. It is a job that matches quality traits from the farm to the end user.

Excellent organizational skills – You must know and track the unique needs of each customer and understand what must be done to serve them at any given point during the transaction process.

High degree of personal accountability – You will be evaluated based on your ability to successfully navigate customers through this new Farm to Market Process and serve them throughout the course of their relationship with IntelliFarms.

Excellent time-management skills – You must manage your calendar to make the most efficient use of your time and be prompt for appointments both inside of IntelliFarms and for Customers/Clients.

Excellent presentation skills – You must be able to demonstrate the value and functionality of our Proprietary Software with confidence in both individual and group settings, and strategically tailor messages of the presentation to bring value to the audience. This person will likely present to both large farmer groups up to and including great brand managing companies.

Strong sense of professionalism – How you present yourself and how you engage with and speak with others validates you and IntelliFarms.

Strong collaboration abilities – You must have the wherewithal to successfully and fairly work with other departments and resources within the company to achieve your goals and best serve your customers.

Open mind and open ears – We expect our representatives to listen first to understand needs, and then discuss the solutions that best fit needs; those with preconceived notions about the “right/wrong way” to help need not apply.

High achievement drive – The sky is the limit for what you can make of your career in this role, and those who create clear goals and put in the time and effort find great professional, personal and monetary success. This is a NEW position. This person MUST be a self starter and have knowledge of how the Ag Value Chain works.

Willingness to travel – This person should be willing to be out on the road regularly for in-person meetings and to represent the company at various events such as industry shows.

Other desirable skills:

Proficient written communication skills

Proficiency in email communication

Proficiency in basic computer programs (Word, Excel, PowerPoint)

A background in Grain Marketing or Grain Products Procurement is a must and Marketing or Purchasing Specialty Crops would be helpful

A minimum of 3-5 years of Grain Marketing or Grain Products Procurement would be helpful

Additional Information:

This position can be based at either the IntelliFarms Office in Archie, Mo or in the Olathe, Ks office.

The most important part of this position is that it is a new way of presenting grain products to the end users and matching their needs. You will know and work directly with the C Level persons of the IntelliFarms team. This position is Important to IntelliFarms and its growth in the industry. The IntelliFarms team understands that importance.

Benefits include Health/Dental/Vision Insurance, 401(k) matching options and a close family-oriented and jeans-friendly atmosphere. You will also receive professional development opportunities and will be thoroughly trained via a proven industry-leading sales method.

Apply:

Apply with resume to jobs@intellifarms.com or visit <https://intellifarms.com/about/careers> to learn more about our company and submit your resume.