

Grains/Oilseeds Merchant

About Us

Mandala Trading Pty Ltd is an Agricultural Trading business based out of Sydney Australia with liaison offices in Canada and Singapore. It trades agricultural produce globally into many countries like Indonesia, Philippines, UAE, SE Asia and Indian Sub-Continent. Mandala Trading is expanding exponentially into new destinations and looking to expand its Grains/oilseed accumulation team to cater to its growing needs.

What we offer you

- Flexible work options available
- Company team lunches and corporate level get together
- A value led culture that encourages a collaborative & innovative working environment
- Growth with high level visibility and learning into all areas of the organisation
- Potential to move into management position

What you'll contribute to and how you'll make an impact

Grains/Oilseeds Merchant at a well-established Agricultural trading company with its Head Office located in the heart of Sydney CBD (opportunity for role to be based in Regional Victoria), we are suppliers of a broad range of grains, oilseeds and stockfeed both domestically and globally.

Reporting into the senior management team, the Grain Merchant is primarily responsible for sourcing grain by partnering with an existing pool of growers on the Victoria and east coast, to ensure the ongoing supply of raw material . You will manage a program with growers, ensuring ongoing consultation throughout the year on market conditions, quality levels and relevant and timely information to ensure they feel directly connected to our client's business, brands and end user customers.

The successful candidate will have a strong background within the grains industry and have experience in partnering with growers as well as managing a procurement program including managing grower contracts. You will be naturally a strong communicator, be detail focused, and have a demonstrated commercial acumen to ensure you and the business both continually succeed.

The role is open but not limited to:

- Dealing with transport providers, farmers, traders and end users.
- Developing strategies to create new business opportunities as well as implementation of existing target markets.
- Manage existing accounts to achieve sales and profit targets.

- Contributing to trading strategy development.

Candidates will ideally possess the following experience and attributes:

- Agricultural experience in trading or logistics, livestock/grains/dairy background (ideally 2-3 years minimum).
- A good understanding of the Australian grains industry.
- A basic understanding of demand and supply of agriculture commodities with in Australia.
- Road or rail freight experience would also be seen as a benefit.
- The ability to liaise with producers, storage & handlers and transport operators as required.
- Good communication skills and the ability to establish rapport quickly with business contacts.
- A team player who is willing to adopt to a small team environment.
- A strong ability in Microsoft Office including Excel, Word and Powerpoint.
- Tertiary qualifications in agribusiness would be highly advantageous
- Drivers licence is a must and desirable to own a vehicle.

The successful candidate must be available for interstate travel.

Within this position you will be expected to maintain a positive working relationship with the team whilst holding an assertive attitude and getting the job done. This role is essential to the overall success of the business requiring a responsible, highly motivated and self-driven individual who is keen to help take the business into the future.

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