

Assistant Manager – Vauxhall, AB, CA

Nutrien Ag Solutions is the retail division of Nutrien™, the largest crop inputs company in the world. As part of our collective mission of Feeding the Future, Nutrien Ag Solutions provides full-acre solutions through our trusted crop consultants at more than 2,000 locations in North America, South America, Europe and Australia. For more than 150 years, we have been helping growers achieve the highest yields with a wide selection of products, including our proprietary brands: Loveland Products, Inc.; Proven®Seed and Dyna-Gro®Seed; as well as financial, custom application and precision ag services.

We harvest the best. Diverse views and experience make us strong. We look for people who have a safety-first mindset, who are collaborative team players, who deliver on their commitments, who are innovators in search of a better way, and who believe in inclusion.

Working at Nutrien Ag Solutions will provide you an opportunity to help us *Feed the Future*, and grow your career.

What you will do:

- Manage a client base within the parameters of the divisional strategy to ensure financial and operating targets are met and/or exceeded yet maintains balance with customer needs and customer service objective
- Establish, maintain and conduct ongoing analysis of customer profiles in order to identify and act upon trends, market requirements and potential business opportunities
- Demonstrate talent for bargaining and negotiating while ensuring all procurement and sales practices are congruent with corporate policy, image and direction and respect confidentiality of both company and producer's business
- Analyze current and future agricultural trends and service needs and develop and implement strategies and actions to create opportunities including asset ROI and utilization reports
- Develop and maintain effective business relationships with current and potential future customers based on an approach of targeting customers with whom the company can profitably do business
- Supervise the checking of merchandise received for quality and quantity and make the necessary notations on the weigh bills
- Organize and supervise work activities of staff in receiving, storing, assembling, distributing and selling farm supplies
- Responsible for daily management and supervision of branch staff which includes the scheduling of hours of work
- Assist the Branch Manager in the implementing all aspects of human resource management, including performance management (which involves discipline and work assessments), coaching, and making recommendations for hiring and discharging
- Maintain procedures for the efficient and safe warehousing of all merchandise received with regard to space, accessibility and positioning stock to prevent losses
- Keep the manager informed of levels of existing stock and prepares orders for additional supplies within guidelines as required to effectively manage inventory and assets
- Review customer accounts to ensure payments are within approved credit policy and perform collection functions as required
- Supervise and participate in housekeeping programs, which promote safe working conditions and provide, neat, clean appearances
- Perform the responsibilities of other branch positions during staff absences in order to optimize the efficiency of regional operations – this may require cross training in various positions
- Participate in trade shows, including developing promotional themes, booth layout, set up and show attendance

What you will bring:

- 5+ years of progressively responsible experience in agri-business and/or other related customer service function, a minimum of 2 years of which involved agri-product sales and service
- Valid Class 5 driver's license
- Computer skills in Microsoft (Excel, Word, Outlook, etc.)

Are you a good match? Apply today. Send an email to: Kimberly.taylorlindo@nutrien.com Subject Assistant Manager – Vauxhall, AB, CA