

Job description

Title: Farm Buyer - Lincolnshire

- Full time, 40 hours per week
- Location: Lincolnshire
- Salary: commensurate with experience and industry knowledge plus generous benefits

The Company

Viterra is a world-leading, fully integrated agriculture network that connects producers and consumers to supply sustainable, traceable and quality-controlled agricultural products. The Group sources commodities such as grains, oilseeds and pulses and supplies them around the world, employing 17,500 talented people and operating in 37 countries. The UK business, with headquarters based in Thame (Oxfordshire), employs just over 70 staff and is primarily involved in supplying the UK Food and Feed markets with domestically originated or imported products. The company is also involved in the export of agricultural commodities such as barley, beans and wheat.

Summary of the Team

The origination department create and manage the relationship with thousands of growers across mainland Great Britain who supply grains, oilseeds and pulses to the company. The origination department identify and purchase parcels of these products, enabling the company to trade and supply farm originated commodities to local and international consumers. They work closely with the Trade department on price discovery and suitable end use through farm supplied samples whilst always trying to achieve a budgeted gross margin.

Day to day tasks

- Buy grains, oilseed and pulses from growers at levels advised by the Trade department
- Establish and maintain relationships with arable farmers in mainland Great Britain
- Ensure contracts are entered accurately and in a timely manner in our ERP system
- Gather and keep track of information used for daily price negotiation
- Operate to a gross margin budget with a performance incentive
- Be responsible for managing and maintaining relations of the accounts within own portfolio
- Assist in managing relationships with selected third parties who may procure grain for the company
- Assist colleagues in the Origination department in the managing of relationships within the business.
- Support the commodity traders where needed in sourcing required parcels of product, contract negotiations and general contract management
- Represent the company at meetings, events and on-farm visits
- Liaise with colleagues to ensure procurement, trading and execution is performed in the company's best interests at all times

Essential skills

- Excellent communication and strong negotiation skills
- Superb customer service and relationship building ability
- High degree of accuracy, attention to detail and common sense
- Ability to work alone and under pressure but as part of a team
- Commercial mindset
- Good knowledge of excel and powerpoint
- Strong numerical and analytical skills

Desirable skills

- Knowledge of AIC and FOSFA contracts
- Good understanding of arable farming and/or agricultural experience
- Educated to (minimum) A level, preferably to degree level

Personal Attributes

- Confident
- Proactive
- Team player
- Natural problem solver and inquisitive nature

Location: Flexible – can be home-based or working from one of our regional offices with initial training in Thame, Oxfordshire

Working hours: 8.30-5.30pm Monday to Friday

Reporting to: Origination Manager

Company Benefits

Salary commensurate with experience and industry knowledge

Car allowance

Holiday: 25 days plus bank holidays

Annual discretionary bonus scheme, 10% company pension contribution, private healthcare after qualifying period, life insurance and income protection.

To apply for this position, send your CV and covering message to thame.hr@viterra.com