



POSITION TITLE: Commodity Trader

SALARY: Competitive

DATE POSTED: Tuesday, December 10, 2019

START DATE: As soon as possible

OFFICE LOCATION: Downtown, Toronto

DEADLINE TO APPLY: Friday, January 15, 2021

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## HOW TO APPLY:

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Send your cover letter and resume to [hr@jsferraro.com](mailto:hr@jsferraro.com) and complete our online behavioural assessment.

### WHAT WE'RE LOOKING FOR:

The Commodity Trader is responsible for strategically sourcing protein and arranging for its sale to maximize profit when delivering the right product, at the right time, at the right price. They are responsible for maintaining an in-depth understanding of the national and local markets to make purchasing and speculative decisions within risk exposure limits and strategies that dictate availability of product for the business.

Possessing a hunger for driving new business growth by developing new relationships with both suppliers and buyers is critical for success in this role. Your familiarity and comfort with commodity products is desirable and you must be enthusiastic about continuous knowledge acquisition regarding the market.

### WHAT YOU'LL NEED:

- ✓ At least three years of sales, procurement, or customer service experience
- ✓ Passion for understanding the market and translating the knowledge into strategic business discussions
- ✓ Previous exposure within the protein industry
- ✓ Strong presentation, persuasion, and negotiation skills
- ✓ Proven experience with customer interaction and relationship management
- ✓ Self-motivated and results-driven to surpass goals, with a "can-do" attitude
- ✓ Good judgment and professionalism in dealing with current and prospective business partners, alongside internal Team Members

### WHO YOU'LL WORK WITH:

In your role, you will work as a member of the Commodity Merchandising team, reporting to the Senior Vice President of Sales and Merchandising.

As a member of the Commodity Merchandising team, you will strategically source, buy, and sell high volumes of meat to key business partners and oversee the completion of all transactions. You are accountable for integrating market insight and trends into discussions with buyers to emphasize a trusted, reliable, and strategic partnership.

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## HOW WE MEASURE SUCCESS:

While individual KPIs will be communicated to you by your manager, our business evaluates success under the 5 main areas:



Innovation



Performance and Culture



Image and Growth



Operational Efficiency



Financial Excellence

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### COMPANY DESCRIPTION:

J.S. Ferraro is a North American firm providing market intelligence, risk management and supply chain solutions for the meat and livestock industry. We combine our expertise in the derivatives markets, with our knowledge of risk modelling and econometrics to help our clients actively manage their meat procurement.