

**POSITION TITLE:** Commodity Trader

**DATE POSTED:** August 24, 2021

**OFFICE LOCATION:** Toronto, Ontario

**COMPENSATION:** Competitive

**START DATE:** As soon as possible

**DEADLINE TO APPLY:** September 24, 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 (3) years of sales or procurement experience
- ✓ Strong presentation, persuasion, and negotiation skills
- ✓ Passion for understanding the meat market and translating the knowledge into strategic business decisions
- ✓ Self-motivated and results driven to surpass goals, with a “can-do” attitude
- ✓ Previous exposure within the meat industry

#### WHO YOU'LL WORK WITH:

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

As a member of the Trading 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

#### COMPANY DESCRIPTION:

J.S. Ferraro is a major niche distributor of fresh beef and pork protein, providing peace of mind to mid-to-large retailers and processors across the Americas. We provide clients with superior market insight to help them make informed decisions about their meat purchases, supported by our speculation expertise and well stocked inventory that we deliver just-in-time, every time.