

# Junior Merchandiser

## **Job Summary:**

New Balance Commodities is a company focused on being the world's best cattle feeding partner to the mid-market cattleman. We accomplish this by helping them level the playing field, making them more capable and competitive, and doing so in a completely transparent manner. This person will be responsible for scheduling and logistics, managing daily positions and maximizing supplier relationships.

## **Job Requirements**

Those considering applying for this position must be capable of performing the following tasks:

- Develop supplier buying plans and communicate to the sales team
- Manage and communicate supplier contract positions
- Maintain regular contact with supplier merchandisers
- Communicate daily supplier offer prices to sales team
- Communicate with sales team on customer schedules and dispatch loads to carriers accordingly
- Identify and execute on backhaul opportunities
- Provide customers and carriers with answers to questions regarding logistics
- Ask engaging questions to learn existing freight movement
- Work with carriers to maximize their potential and minimize freight rates for our clients
- Evaluate profitability of existing routes
- Build quality professional relationships within the trucking industry
- Maintain and manage records for safety compliant carriers, both new and existing
- Proactively look for ways to improve internal processes, resulting in increased revenue, cost savings or improved client, supplier or carrier satisfaction

## **Skills & Qualifications**

Those considering applying for this position should consider if the following list of skills and qualifications provides a good description of themselves

- Must be an independent decision maker
- Self-motivated, with an intense drive to succeed
- Ability to research and solve problems
- Ability to perform in a high-stress, fast paced environment
- Able to communicate clearly and provide detailed information through multiple channels
- Has a "never give up" attitude
- Ability to work proactively
- Passionate about building sustainable relationships and partnerships
- Able to think creatively, piece together connections to build new routes and opportunities
- High level of Grit and Guts and not afraid of inter-personal conflict
- Strong command and ability to hold others accountable in high-stakes situations

## **Education & Experience**

- Education: Bachelor's degree in Ag, Business, or Economics
- Background in Agriculture preferred

**If interested, send resume to [agoldsmith@nbccoproducts.com](mailto:agoldsmith@nbccoproducts.com)**