



Grain Originator

We are currently seeking a Grain Originator to join our team and support the growth of our grain origination efforts across multiple regions.

This is an excellent opportunity for a recent graduate from an agriculture program, someone looking to make a career change within the ag industry, or an operations team member with the willingness to learn, an analytical mindset, and a strong desire to grow. We're looking for someone who is hardworking, curious, relationship-focused, and eager to make a meaningful impact in our business.

The Grain Originator will work closely with the Senior Grain Originator and the Merchandising team while developing the skills, market knowledge, and customer relationships needed to advance within the company.

What You'll Do

- Build strong relationships with growers through on-farm visits, proactive communication, and exceptional customer service.
- Support the development and execution of regional origination plans and growth strategies.
- Identify new origination opportunities and assist in growing Snobelen's customer base.
- Execute a range of grain purchase contracts (cash, basis, FTA, specialty programs, IP soybeans, etc.).
- Maintain regular communication with Operations at each elevator to understand receiving capacity, quality needs, and customer scheduling requirements.
- Provide support to Operations during busy harvest seasons when extended availability is often required.
- Monitor grain markets and share key insights with growers and internal teams.
- Maintain accurate CRM notes, contract documentation, and reporting.
- Participate in ongoing training, shadowing, and development opportunities to build expertise within the role.

What You Bring

This role is ideal for candidates who are eager to learn, grow, and build a long-term career in agriculture. You may be:

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- A recent college graduate from an agriculture, ag business, agronomy, or related program.
- An ag industry professional looking for a career change into originations or merchandising.
- An Operations team member with strong ag knowledge, communication skills, and a desire to broaden your career path.

You should also bring:

- Strong communication and relationship-building skills.
- Curiosity about grain markets and willingness to learn contract structures.
- An analytical mindset and interest in problem-solving.
- A collaborative approach and respect for Operations and frontline teams.
- Willingness to travel within the region and support seasonal demands, including harvest hours.
- High integrity, professionalism, and alignment with Snobelen Farms' values.

Why Snobelen Farms?

- A rewarding, challenging, and progressive career with many opportunities for development.
- A family-owned businesses rooted in trust, agriculture, and community.
- Competitive and valuable compensation packages including health benefits built to your needs, company matched RRSP's, health spending accounts and more!