



Processors and Supplies of Safflower, Mustard, and Buckwheat Ingredients for the Food Industry

Grand Forks, ND
Corporate Office &
Main Processing Plant
Phone: (701) 746-7453
Fax: (701) 780-9050

Dickinson, ND – Processing Plant
Phone: (701) 483-4528
Fax: (701) 483-4532

Job Description

Title of Position: Business Development Manager

Reports to: General Manager, Minn Dak Ag

Overall Responsibility:

The Business Development Manager will work closely with the General Manager to develop and implement business and sales plans for Minn Dak Ag, to support overall organizational goals and sales targets. This position will involve prospecting new potential clients and managing and maintaining long-term relationships with existing clients.

Key Areas of Responsibility:

- Develop and implement business and sales plans for Minn Dak Ag to support overall organization goals and sales targets, in conjunction with General Manager
- Build and maintain strong relationships with customers, ensuring their satisfaction and addressing concerns promptly
- Constantly seek new business opportunities
- Attend tradeshow to create business development and networking opportunities
- Work with customers to problem-solve and develop tailored solutions based on business needs
- Maintain industry awareness regarding technical developments via networking, personal development and training
- Provide reports and collaborate with the U.S. Board of Directions as required
- Supports the U.S. N.D. Health & Safety Programs
- Other duties as required

Job Requirements:

- Knowledge of mustard and buckwheat milling industry
- Outstanding communication, organizational and time management skills
- Self-starter and highly motivated individual capable of creating long term relationships
- Ability to work independently and unsupervised as well as within a team environment
- Proven ability to build and implement profitable growth tactics, actions, and strategies in the business.
- Ability to travel overseas as required

Qualifications:

- Bachelor's degree in Agribusiness, marketing, sales or related field preferred
- 3 – 5 years' sales experience, specific industry experience an asset
- Valid driver's license
- Valid passport