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Production, Logistics and Research Specialist

KWS in Canada is searching for a motivated Production, Logistics and Research Specialist in Calgary, Alberta. In this position, you will be responsible for supervising the production and logistics processes in accordance with the logistics and sales plan of KWS Seeds Canada. This individual will work strategically to develop the necessary technical knowledge and expertise through supervision of research plots and working with production partners to optimize best practices to achieve highest consistency of results, yield and quality. This individual will be a key member of the business administration team and ensure best ERP practices are being used to manage inventory and sales.

Essential Job Functions:

- Establish and manage the importation, production, processing, certification, storage, and logistics of KWS hybrid rye seeds including: Building relationships with seed growers, processors, seed regulators and logistics providers Coordinating seed production quantities, qualities, and timely logistics to meet Q/A guidelines, sales targets, customer orders and budgets Ensuring compliance to the seed regulations, certification and intellectual property rights of KWS seed
- Prepare budgets, plans and resourcing to efficiently manage the production value chain for KWS Seeds Canada including: Benchmarking all production and logistic costs Update best practices for most efficient and consistent production possible Collaborate with the KWS Quality Management Team for continuous quality improvements
- Reconcile contracts and settlements with seed multipliers, seed processors, logistics companies, warehouses, channel partners and any associated sub-contractors
- Invoice sales to channel partners and reconcile accounting within ERP

Research:

- Establish and supervise 3rd party research contracts including: Supervising contracts, protocols, and best practices Supplying seed for plots Collecting and assembling results
- Supervise the provincial variety of trials Developing relationships with trial coordinators Supplying seed for plots
- Support Sales for demo plots Developing demo protocols Collecting and assembling results
- Support team with newest information and presentations for marketing purposes

Required Qualifications:

- Post-secondary education including a degree or diploma in Agriculture
- 3-5 years of seed production, processing, and logistics experience with demonstrated success
- 3-5 years of sales experience including sales to farmers and the distribution channel with demonstrated success
- Good understanding of agronomy and crop management. Strong understanding of the collaboration required between research, production, distribution and farmers
- Strong organizational and problem-solving skills with attention to detail and ability to manage multiple tasks and meet deliverables with minimal supervision. Results oriented
- Superior written and oral communication skills with ability to develop, edit and execute various contracts, agreements, budgets and presentations
- Proficiency in computing skills including Microsoft Office (Excel, Word, PowerPoint, Teams and SharePoint)
- Strong teamworking skills with the ability to develop and sustain cooperative working relationships
- Desire to collaborate globally with other KWS teams
- Valid driver's license and ability to travel

Preferred Qualifications:

- Master's in agriculture with plot research experience
- Experience with hybrid seed production and/or plot research
- Experience with seed regulations and the seed certification system

- Experience with corporate enterprise management systems including contract management, payables, orders, invoices and receivables
- Additional training in seed production, certification, seed quality assurance, logistics, project management or account management
- Professional Agrologist (P. Ag.) designation, or the ability to obtain
- Ability to speak both English and French

What we offer:

- Competitive salary
- Health, dental, vision benefits
- Pension plan and retirement plan with employer match
- Hybrid work schedule
- Professional training and development opportunities
- An international and diverse team

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About KWS

KWS is one of the world’s leading plant breeding companies. Over 5,000 employees in more than 70 countries generated net sales of around €1.5 billion in the fiscal year 2021/2022. A company with a tradition of family ownership, KWS has operated independently for 165 years. It focuses on plant breeding and the production and sale of seed for corn, sugarbeet, cereals, vegetables, oilseed rape and sunflower. KWS uses leading-edge plant breeding methods to continuously improve yield for farmers and plants’ resistance to diseases, pests and abiotic stress. To that end, the company invested more than €285 million last fiscal year in research and development. For more information: www.kws.com/career. Follow us on LinkedIn® at <https://linkedin.com/company/kwsgroup/>.

Our data privacy policy for candidates is available on www.kws.com/dataprotection. Please select the country where the job you applied for is posted in and, if applicable, the specific business unit.