



## TERRITORY MANAGER, WESTERN CANADA

Our client is one of the largest malt companies in Canada, producing approximately 450,000 metric tons of malt per year for brewers and distillers around the world, as well as for food processors. In addition to malt plants in Calgary, Montreal, and Thunder Bay, our client owns and operates nine country elevators, five in Alberta, two in Saskatchewan and two in Manitoba, sourcing the right varieties and quality for its customer base. Complimenting the malting and grain business is a West Coast container stuffing facility and this operation loads malt into oceangoing containers and manages the truck supply of bulk malt to brewers throughout British Columbia. Additionally, our client operates three full-service brewing warehouses in Canada which are an extension of their North American malt and brew craft business units.

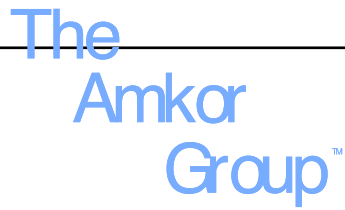
### Key Responsibilities:

Reporting to the Director, Grain – Canada, the Territory Manager is responsible for managing the grain trading business within the assigned territory to achieve company financial and non-financial objectives. This includes managing the territory elevator infrastructure, grain logistics activities, contracting programs, market development, grain sourcing and contracting, and long term relationships with producers. The Territory Manager plays a key role in the region providing people and business leadership to four (4) direct reports and fourteen staff in total.

### Education and Experience:

A seasoned leader and solid team contributor with a minimum of 5 years international grain marketing and contracting experience, combined with a related degree. The individual requires an in depth understanding of primary production practices, basis and futures trading, Canadian Wheat Board requirements, grain law and regulations, rail and freight transportation systems and overall elevator operations. As a self-motivated leader, the Territory Manager will demonstrate superior communication and relationship building skills, including problem solving, conflict resolution both written and verbal, proven planning, analysis, project, financial and people management capabilities and experience.

Apply immediately and in confidence **to Ora Zabloski at [zabloski@shaw.ca](mailto:zabloski@shaw.ca) . Please submit your resume in word format** and individuals may also contact Ora personally



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**Ora A. Zabloski**  
**Managing Director**  
**AMKOR Enterprises Ltd.**  
**Suite 882,**  
**234-5149 Country Hills Blvd**  
**Calgary, Alberta T3A 5K8**  
**Telephone: (403) 668-0139**  
**Fax: (403) 547-9056**  
**ora@amkorgroup.com**

by telephone 403-239-9035 to discuss this opportunity further. A highly competitive salary, benefits, professional development and vacation package is provided.

Associates in  
Edmonton ☒ Saskatoon ☒ Regina ☒ Vancouver ☒ Calgary ☒ Winnipeg ☒ Toronto ☒ Ottawa ☒ Montréal  
☒ Houston