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**POSITION:**

Merchandiser

**JOB SUMMARY:**

The Merchandiser plays a critical role in connecting sales, operations, and supply management to ensure product availability, competitive pricing, and timely delivery. This position is responsible for managing inventory across seed, chemical, fertilizer, biologicals, lime, and manure categories while maintaining warehouse organization and driving client satisfaction through proactive service and market insight.

At EDGE Ag Solutions, we are committed to running a tight ship—keeping inventory efficient, the warehouse clean, and communication seamless. This position is ideal for someone who thrives on precision, anticipates operational needs, and wants to directly impact our service quality and bottom line. This person must thrive in a fast-paced environment, enjoy problem-solving, and want to be an essential part of a high-performance ag retail team.

**KEY RESPONSIBILITIES**

**Inventory Management**

* Monitor and manage inventory levels across all product categories.
* Track inventory days-on-hand and minimize overstock or shortages.
* Reconcile physical inventory with digital records; investigate and resolve discrepancies.
* Report inventory trends and valuations to management.
* Ensure adequate inventory is available to meet seasonal sales and operational demands.

**Product Procurement & Forecasting**

* Forecast product needs based on seasonal timelines, historical data, and sales trends.
* Order product from vendors at the right time, quantity, and cost.
* Develop vendor relationships to secure timely delivery and favorable pricing.
* Monitor market pricing and trends; communicate changes to sales staff.

**Logistics & Operational Coordination**

* Proactively coordinate product deliveries with carriers to ensure timely arrival.
* Collaborate with operations team to maintain optimal stock levels.
* Consolidate shipments and optimize freight efficiencies for seasonal demand.
* Monitor field and weather conditions to align inventory flow with application timing.
* Establish and enforce best practices for product placement, labeling, and safety.
* Maintain a clean, well-organized, and efficient warehouse space.

**Sales Support & Grower Alignment**

* Support sales team with accurate, timely product availability and pricing.
* Serve as the quarterback between sales and operations for product flow and timing.
* Anticipate grower needs by communicating regularly with sales reps and understanding seasonal applications.

**Sales Support & Grower Alignment (cont.)**

* Participate in forecasting meetings and assist with planning inventory positions.
* Ensure product delivery aligns with customer expectations and timelines.
* Support walk-in customers and small-quantity sales with professionalism and accuracy.

**Contract & Compliance Management**

* Track and manage purchase and sales contract obligations.
* Communicate vendor programs, rebate opportunities, and deal deadlines to the team.
* Collaborate with sales to deliver timely pricing updates and promotional opportunities.
* Ensure accurate, timely entry of transaction data into EDGE systems.
* Maintain adherence to company policies and regulatory requirements.

**Team & Culture Fit**

* Act as the “Quarterback” between sales, operations, and suppliers.
* Uphold EDGE’s client-first culture and winning attitude.
* Communicate clearly across teams and external partners.

**Ideal Candidate Profile**

* Independent decision-maker with strong self-motivation.
* Excellent negotiation and relationship-building skills.
* Highly organized, with attention to detail in pricing and contracts.
* Proactive planner who anticipates grower and inventory needs.
* Comfortable working in a fast-paced, seasonally dynamic environment.
* Team player with strong communication and problem-solving abilities.

**Qualifications**

**Required:**

* 2+ years of experience in ag retail, inventory management, or product merchandising.
* Working knowledge of seed, chemical, fertilizer, and biological inputs.
* Strong organizational skills and attention to detail.
* Ability to plan ahead, forecast needs, and solve problems quickly.
* Proficient in Microsoft Excel and inventory software systems.
* Clear and effective communicator—both written and verbal.

**Preferred:**

* Supply Chain Management background.
* Proficient with CRM and inventory systems.
* Ability to travel locally for vendor and grower meetings as needed.

**Compensation & Benefits:**

* Competitive Salary Position
* Continuing Education Support for license requirements.
* Paid Time Off (PTO).
* 401(k) Retirement Plan with 3% match (following 6 months employment).
* Health Insurance available.
* Career Growth Opportunities within EDGE Ag Solutions.