

Michael Morrison

Compounding Connections Through Out-Of-The-Box Relationship Building

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EXPERIENCE

G3 Canada Ltd, Winnipeg — Producer Car Trader

Feb 2017 - Present

Grow a marketing presence in rural locations where G3 doesn't have grain terminals. Building relationships to originate grain along short line railways and off-farm locations.

G3 Canada Ltd, Winnipeg — Feed Grains Trader

July 2015 - Feb 2017

Started the feed grain and trucking department. Developed new relationships with G3's ten country elevators, customers, and competitors. Created early systems and processes for all truck freight execution.

Bunge Grain Canada, Winnipeg — Trader

October 2013 - July 2015

Started the producer car trading program, and the trading/hedging for Bunge's first western Canadian cereal grain elevator. Strategic trading of grain futures, and accounted for the office's trading positions.

Bunge Grain Canada, Winnipeg — Jr. Trader

October 2011 - October 2013

Explored new relationships within the changing landscape of Canadian grain marketing. Application of supply and demand analysis to create profitable trading opportunities in the futures and cash grain markets.

Canadian Wheat Board, Winnipeg — Administrative Clerk

November 2009 - October 2011

Started in the Farmer Service call center, and then transitioned into data entry and analysis of farmer contracts for reporting to risk management.

EDUCATION

University of Manitoba, Winnipeg — B. Sc. Agribusiness

September 2006 - August 2011

Major in economics

Completed C.S.C.

SKILLS

Social Dynamics.

Listening and
Communication.

Supply and Demand Analysis.

Price Analysis.

Freight Arbitrage.

PROJECTS

G3 Brand Ambassador:
Drive corporate branding
strategy

Bunge Greenfields 2012:
Western Grain Elevator
Expansion; Grain production
analysis of select western
Canadian locations for future
grain elevator investment.

LANGUAGES

English, basic French, basic
VBA.