

Job Description – Grain Merchandiser

Reports to: General Manager **Status:** Full Time Exempt

Overall Job Function The grain marketing manager is responsible for managing the buying and selling of grain while marketing grain procurement services and programs offered by the company

Essential Job Functions

Oversees total company grain operations including the buying and selling of grain on the commodities market

Responsible for the procurement and development of the grain origination team.

Buys and sells grain in and around designated trade area

Creates, adjusts and manages strong sales plans

Provides pricing contract administration

Provides timely information of schedules, pricing, contracts, grower information and competitor activity

Remains up to date and knowledgeable on industry news, trends and forecasting

Attends industry trainings, trade shows or other educational platforms as they relate to position

Participates in special projects when asked

Other duties as assigned

Secondary Responsibilities

Consistent positive and can do attitude

Strong interpersonal skills

Knowledgeable on company software and software support

Ability to handle stressful situations professionally

Competencies

High level of customer service focus

Supports a consistent professional image of the company

Observes safety policy and procedure as an absolute

Attitude of positivity and reacts calmly under pressure

Work ethic of the highest integrity

Commitment to dependability and willingness to work to meet goals and deadlines

Effectively solve problems



Education & Experience

College Degree in business, agriculture or related field

Minimum 5 years' experience with commodity trading or related field

Work Environment

This position is based in a fast paced office setting. Equipment utilized will be computer, phone, fax, copy machine and other standard office equipment. Typical office hours are Monday to Friday 7 to 5. Position will occasionally work outside; exposed to elements, loud noise and agricultural equipment.

Physical Demands

While performing job functions the employee will be required to talk and hear most of the time. The employee will spend frequent intervals moving and sitting, while also needing to reach, bend, twist, crawl, crouch, stoop or kneel on occasion. The employee will need to be able to lift up to 25 pounds occasionally and 15 pounds frequently. The physicality of this job is low.

***FCS job descriptions are a representation of a job requirements knowledge, skills and abilities. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions of the job.**

After reading the contents of this job description, I understand the responsibilities, requirements and duties expected of me. I realize this document is intended to be an accurate reflection of the position; however, Farmers Cooperative Society reserves the right to revise, add or eliminate job functions and duties as conditions warrant. I also understand that I may be required to work overtime, different shifts or hours outside the normally defined workday or workweek to achieve the company's goals. I further understand that this job description does not constitute a contract of employment, nor alter my status as an "at-will" employee

Employee Name (please print)

Date

Employee Signature

Date

Supervisors Name (please print)

Date