

Job Description – Grain Originator

Reports to: Grain Merchandising Manager Status: Full Time Exempt

Overall Job Function: The grain originator works to originate grain for Farmers Cooperative Society locations and proactively develops and maintains customer relationships. They will oversee grain contract execution, work with producers on marketing plans and monitor grain margin and volume to meet / exceed targets.

Essential Job Functions

Understands and maintains a working knowledge of diverse grain contracts offered to producers
Originates grain from the area in which the organization operates
Knowledgeable on market basis and other grain market fundamentals
Effectively communicates and works closely with producers to inform them of market movement, trends & pertinent information
Develops and fills standing grain orders for customers as the market hits them
Effective understanding of the local processors grain markets and monitors competitiveness
Demonstrates initiative in recruitment of new customers within geographical base
Understands and maintains a working knowledge of grain hedging and applicable risk management processes
Oversees logistical issues and contract executions for all assigned customers
Assists accounting department as needed or as asked by supervisor, participates in “special projects”
Other duties as assigned

Secondary Responsibilities

Understands business implications of decisions and acts as an exemplary ambassador for the organization
Synthesizes complex or diverse information
Speaks clearly and persuasively in positive or negative situations
Ability to handle stressful situations and exhibits flexibility while accepting frequent changes in routine

Competencies

High level of customer service focus
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 deadline
Effectively solve problems of grain department
Organization of personal work to set priorities and efficient, productive use of time

Education & Experience

Bachelor’s degree in agriculture or agri-business related field

Excellent Written and Oral Communication Skills

Technology Acumen Including Microsoft Software, Tablet Computer Use, Ag Aps, etc.

Minimum of 3 Years of grain industry, agri-business or related field

Work Environment

This position will flex time between an office setting, elevator and on farm time. Office equipment utilized will be computer, tablet, phone, fax, copy machine and other standard office equipment. While on farm employee will be exposed to elements, loud noise, agricultural equipment, outside weather conditions and vibrations. The employees is occasionally exposed to moving mechanical parts, fumes and airborne particles. The noise level is usually moderate but occasionally may be loud. PPE will be provided and must be utilized when applicable and according to safety standards. Typical working hours are 7am to 5pm Monday through Friday but will flex based on customer and organizational demand.

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. The employee will need to be able to lift up to 50 pounds occasionally and 25 pounds frequently and maneuver on and off a mobile equipment. The physicality of this job is medium.

***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