



 **GRAIN**  
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## **ABOUT POET GRAIN**

POET Grain is a leader in the grain markets, buying more than 600 million bushels of grain each year. We started as a supplier of fuel ethanol, and have grown into a multi-commodity marketing and transportation company providing solutions in fuels, grains, and carbon dioxide markets. We are part of a network of engineering, management, marketing, and manufacturing companies that are dedicated to being good stewards of the Earth by converting renewable resources to energy and other valuable goods as effectively as humanly possible.

As the largest supplier of ethanol in the world, we believe in the value and benefits of driving a renewable solution to global energy needs, and focus on creating a more sustainable path forward in all our related industries.

## **JOB SUMMARY**

When we show up to work at POET Grain, it's our job to meet our customer's needs as efficiently as possible while buying grain at the best possible value for POET.

As a **Grain Merchandiser**, you will have the chance to work directly with some of America's best farmers, commercial grain companies and look for other grain merchandising opportunities in our draw areas.

A Grain Merchandiser is responsible for the development and retention of customer relationships, formulating solutions to meet our customers' needs which may involve customized marketing plans and on-farm visits. Team members in this position will understand CBOT futures markets, fundamental and technical market factors, basis levels, market structure, carrying costs, freight spreads and monitor the competitiveness of cash grain bids and related factors that affect the net selling price for the customer. Explaining, educating and intelligently communicating this information to the customer is of essence to this position.

Grain Merchandisers are accountable for informing management of grain movements and other local news that may impact local buying efforts. Grain Merchandisers must also understand grain weighing and grading procedures and policies.

## **THIS JOB MAY BE FOR YOU IF....**

- You have a background in grain marketing and/or production agriculture.
- Enjoy working with people and finding solutions to their needs.
- You have a Bachelor's Degree in ag business, marketing, animal science or related field or have 3-5 years of grain merchandising/origination/advisory experience with a demonstrated background of success is a plus, but not required. We will train the right person!
- Knowledge of fundamental and technical market drivers pertaining to grain.
- Understanding of options strategies in conjunction with cash grain sales.
- Solid and persuasive business communication and interpersonal skills.
- Have a background in sales and or customer relations. Ability to seek out and build strong customer relationships as well as the proven ability to grow and manage a sales territory.
- Ability to prioritize in a fast-paced environment.
- Ability to work independently, exercise good business judgment.
- Microsoft Office Suite capabilities with the ability and willingness to learn new software applications.

- Excellent organizational, time management, and communication skills as well as the ability to adapt to change

#### **A TYPICAL DAY (if there is one)**

- Procure grain supplies through the purchase of grain from producers and commercial accounts.
- Have thorough knowledge of grain contracts and marketing alternatives and be able to explain these to customers.
- Seek out new potential customers for POET using phone, traveling to farms, and holding various types of meetings in a variety of venues.
- Manage and keep current customer database.
- Analyze local supply/demand, competition, crop and market conditions (including carry/inverted markets) to buy grain at optimum price levels.
- Monitor competitiveness of cash bids within the local trade area.
- Maintain familiarity with fundamental and technical market factors to talk intelligently about market outlook and share with the grain team and customers.
- Maintain reports detailing customer volumes and marketing trends. Share with the grain team and use them to originate grain.
- Daily use of the POET Grain tools to buy grain efficiently.
- Gather market intelligence on competitor activities and share with grain team.
- Develop arbitrage/merchandising opportunities for grain.
- Initiate contractual agreements for grain and ensure the accuracy of contracts.
- Hedge all grain purchases in coordination with POET Grain policies.
- Always maintain all grain records in an “audit ready” status.
- Update grain bids on web pages, apps and after-hours phone lines daily.
- Provide, as required, reports to management.
- Work in an honest and ethical manner; maintain confidentiality on all business related matters.
- Maintain a very high level of customer service along with a positive, friendly attitude.
- Foster a culture of safe behavior and environmental compliance at all times.

#### **WORK ENVIRONMENT**

- Culture is king at POET. We are all on the same team. We always communicate. We park our egos at the door. These aren't just slogans on our walls. It's part of who we are.
- The ability to travel up to 50% as requested including the ability to travel to customer and client sites. Some overnight travel will be required.
- We also expect that everyone will maintain a healthy work-life balance. It's the best way to optimize health, happiness and productivity over the long term.

Interested candidates should apply at <http://poetep.com/careers/> and resumes should be in either a pdf format or MS Word with a .docx extension. We are proud to be an Equal Opportunity Employer.