



michigan agricultural commodities, inc.

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www.michag.com

Job Description: Grain Merchandiser

Position Summary

Michigan Agricultural Commodities is seeking a full-time salaried Grain Merchandiser for their corporate office in Lansing. MAC is a progressive leader in the grain industry, continually investing in our facilities and employees to expand our footprint across Michigan. The ideal individual for this role will have experience or interest in agricultural marketing, demonstrating a desire to utilize skills to positively impact the company and customers.

General Description: This position will be cross-trained to learn about grain buying, merchandising and hedging of all MAC grain activity. The individual will be required to adhere to MAC's risk policy. They will assist in obtaining market sales values, providing bids to purchase customers, and offer support with truck and rail logistics. This role will monitor reporting of bushel transactions at all MAC locations and coordinate those activities, as well as maintain a call list of FOB Farm grain customers. Individual will gain a working, proficient knowledge of grain markets.

Scope of Responsibilities

- Effectively manage the MAC Hedge Desk, including its day-to-day operations; hedge transactions throughout the day and keep MAC hedged at all times.
- Generate customer and contracting information for merchandising team out of CRM.
- Assist in corn, soybean and wheat originations. Will also be exposed to corn, soybean and wheat merchandising, as well as other feed market commodities.
- Build relationship with Farm customers around the state.
- Review market information to enhance knowledge and understanding of grain markets.
- Assist with bid sheets – both in distribution and web site updates.

Job Requirements

- Build contact goals and strategies with senior merchants.
- Confirm morning futures position for all locations; run morning facility positions
- Understand facility grain bids and on-farm grain; assist in setting both delivered and FOB bids
- Assist in origination of grain bushels; purchase both FOB and delivered corn, soybeans and wheat into both facility and commercial destinations
- Daily e-mail and phone communication with FOB Farm customers.
- Develop customer call lists and maintain customer service. Make on-site visits with customers.
- Adhere to and enforce MAC contract policies.
- **Administrative:**
 - Have a complete understanding of customer status in Agris. Be able to determine accurate contract balances and applications
 - MAC Customer Relationship Management program
 - Log customer interactions
 - Produce customer contracts in CRM.
 - Develop/maintain current customer call list
 - Utilize information for customer tracking and communication

- Collect and report on weekly, FOB basis values from major end-users: participate in monitoring rail values when asked
- Develop working knowledge of truck and rail freight; assist in logistics
- **Hedge Desk and Risk Policies:**
 - Maintain hedged overall cash position in accordance to MAC Risk Policy
 - Adhere to, and keep updated on, CME and CBOT market regulations applicable to MAC
 - Daily cash position reconciliation
 - Monitor futures spreads, position risk and management
 - Monitor and process CRM targets
 - Assist in bid sheet distribution and web site updates
 - Manage target program

Desired Skills/Competencies

- Demonstrate good personal and communication skills
- Motivation to learn new skills and information
- Organizational and attention to detail skills
- Problem analysis and problem-solving mindset
- Customer service skills
- Ability to self-direct and accomplish goals
- Bachelor's degree in agricultural related discipline preferred.
- 2-3 years industry experience preferred.
- Required: must be able to pass a comprehensive background check and substance screening.

*This job description should not be construed as an employee contract. Management retains the right to employ-at will.

*Michigan Agricultural Commodities is an equal opportunity employer dedicated to a policy of nondiscrimination in employment on the basis of race, color, religion, sex, national origin, age, disability, veteran status, genetic information, or other group status protected by Federal, State, or local laws.