



Commodities Agent

Reports To: Director of Grain Commodities
FLSA Status: Exempt
Department: Commodities

JOB RESPONSIBILITIES:

This position is responsible for managing and maintaining current business relationships and seeking new accounts through sales, marketing, and referrals. This individual will spend the majority of time traveling the identified trade area to build and maintain relationships with producers for the purpose of corn procurement and feed sales.

ESSENTIAL JOB FUNCTIONS

- Actively pursue local and regional sales relationships and opportunities, developing and maintaining an extensive database of both current and potential customers
- Ability to self-motivate and make cold sales calls
- Coordinate freight for distiller delivery and grain pick-up
- Provide customer feedback for development of new products
- Research and create new commercial markets for GLE grain commodity products
- Procure corn and sell wet and dried distillers grain
- Must understand and be able to communicate animal feed rations to producers
- Maintain high level of customer service and friendly atmosphere
- Maintain a team environment with other GLE departments
- Promote GLE in the community
- Overnight travel is required
- Other duties as assigned

EXPECTATIONS

- Understand grain marketing and sales.
- Understand and be able to initiate and use various contracting tools established by GLE
- Knowledgeable of USDA programs pertaining to grain producing farmers

KNOWLEDGE AND SKILLS:

Experience:

- To perform the job successfully, an individual should demonstrate the competencies required to perform the essential functions of this position along with effective oral and written communication skills, and excellent interpersonal skills.

- Unless otherwise noted as “entry level,” 3+ years of successful experience in the sales of agriculture related products or an equivalent combination of education and experience is required.
- Demonstrated successful experience with feed buying and grain sales preferred.
- Knowledge and experience working with Agris is highly desired.

Education: High School or equivalent is required. Undergraduate degree in related field is highly desired.

Interpersonal:

- Must be able to build, maintain and contribute to a team environment.
- Is willing to lead by example and demonstrate servant-leadership.
- Is willing to resolve problems in a respectful manner.
- Individual desires to promote the collective interests of the team more than self-interest.

Skills:

- Proven customer services skills are required.
- Must be familiar with Microsoft Word, Excel and other similar software.
- Knowledge of client base within trade area defined as: SD Highway 12 to ND Highway 13 and the Missouri River to US Highway 59 is preferred.
- Having established relationships with corn producers and feed -buyers is a plus.
- Strong communication skills and relationship management skills are required.

PHYSICAL DEMANDS AND WORK ENVIRONMENT:

This position operates mainly in an office environment. In the office, the team member will work on a personal computer. In the plant environment, team member will be required to adhere to all Safety requirements and may be exposed to noise, heat, and other elements both inside and outside. This position is largely self-directed and requires understanding of accounting and company policies, procedures, and values.