



Job Description GRAIN BUYER

SUMMARY:

Is responsible for coordinating the daily activities in order to procure grain from producer customers, commercial accounts and manage a customer database for the location. The buyer will monitor the competitiveness of cash grain bids and policies, along with developing and building strong customer relationships at the Spillville Mill.

ESSENTIAL DUTIES AND RESPONSIBILITIES:

- Must be capable of regular and predictable attendance
 - Able to work overtime as needed
 - Able to work holidays as needed
- Bachelor's degree in marketing, business, animal science, agriculture or related field, or demonstrated multi-year successful commercial work experience required.
- 1-5 years of grain merchandising/origination experience or other agriculture sales experience preferred with a demonstrated background of success.
- In-depth experience in Customer Relationship Management.
- Excellent business communication and interpersonal skills.
- Ability to seek out and build strong customer relationships required as well as the proven ability to grow and manage a proven sales territory.
- Ability to work independently and exercise good business judgement and discretion and to analyze and address opportunities.
- Knowledge in Microsoft office suite and 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
- Creates or revises systems and procedures by analyzing practices, recordkeeping systems, and forms control
- Performs other duties as needed and/or assigned

QUALIFICATIONS:

- Strong leadership and problem-solving skills
- Excellent oral and written communications skills
- Detail oriented and works with a high degree of accuracy
- Highly organized and flexible
- Must be self-directed and able to complete projects with limited supervision
- Working knowledge of Microsoft Office & AgVision

WORK ENVIRONMENT:

The work environment and physical characteristics are representative of those that an employee encounters while performing the essential functions of this position. Refer to the “Essential and Marginal Function Analysis” statement for a complete description of essential functions and functional requirements.

EEO- Pre-Employment Drug Test and Post-Offer Physical