

## Career Profile:

# Grain Manager

The Grain Manager at our co-op is responsible for storing customer grain, shipping grain, and buying grain from farmers. Our Grain manager also oversees the trading, purchasing, marketing, and procurement services and programs offered by the co-op, managing daily inventories and positions .

### What Responsibilities Will I Have?

- Execution and monitoring of all grain purchasing duties
- Buy grain in and around your designated trade area
- Conduct calls on current and potential producers to ensure customers are fully informed about the programs and services offered by the co-op
- Ensure the existing customer base is maintained and increase volumes through the acquisition of new customers
- Collaborate with grain and feed department staff to create and position risk management solutions for producers and members
- Create, adjust, and manage strong sales plans
- Provide pricing contract administrations
- Provide timely information of schedules, pricing, contracts, grower information and competitor activity
- Market and administer contracting programs through direct calls on individual producers and/or at general meetings held for producers
- Coordinate grain shipments to terminals and within co-op structures
- Be away and knowledgeable of grain trading policies and current market trends via the Chicago Board of Trade
- Perform USDA grain grading procedures
- Build relationships directly with farmer customers
- Write contracts and negotiate purchase agreements
- Responsible for compliance with OSHA, State, and Federal safety regulations and maintenance and professional appearance of equipment, rolling stock, and facilities
- Implements grain pricing, considering sample and inspection grade on all incoming and outgoing grain shipments

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### What Education & Training is Needed?

Bachelors Degree in agricultural business, accounting, economics, or finance

### What High School Courses Are Recommended...

Agricultural Education, mathematics, business, biology, chemistry, and computer courses

### Typical Employers

Co-ops, small to large scale agricultural companies, commodity marketers, agricultural risk management institutes

### Other Titles

Elevator Manager, Merchandiser, Commodity Procurement, Grain Buyer, Grain Marketing Specialist