

Grain Procurement-Merchandiser

Legacy Cooperative Overview:

Legacy Cooperative is a leading grain handling and agricultural/consumer retailer in North Central North Dakota. We operate from locations in Bisbee, Cando, Dunseith, Egeland, Overly, Perth, Rock Lake, Rolette, and Rolla, North Dakota. Our services include Agronomy, Automotive Parts & Service, Convenience Stores, Energy, Farm/Ranch & Home, Lawn & Garden and Grain Handling.

Position Overview:

Legacy Cooperative has an exciting opportunity to work with our grain division sales team as a Grain Procurement-Merchandiser. This position will work closely with the grain division management team to build and grow market share in our trade territory. This position will report to the Grain Division Manager.

Essential Duties & Responsibilities:

- Procurement & Marketing - Develops and executes marketing plans to drive short and long term growth. Maximizes procurement through efficient utilization of an advertising budget, relationship management and other communications. Stays current with industry trends for future research and development.
- Promotion - Educates and provides hedging opportunities for producers via a partnership with a qualified brokerage firm.
- Risk Management - Demonstrates understanding, analysis and makes recommendations as to risk management strategies. Assists with the development of marketing plans for producers. Prepares grain inventory reports and grain purchase contracts.
- Operations Management - Coordinates with grain division management officials and bookkeeping personnel to assist in operations, logistics and maximizing efficiencies. Works closely and assists the Grain Merchandiser in the selling and hedging of grain and purchasing of freight.

General Duties & Responsibilities:

- Customer Service (Relations) - Ensures the highest quality customer experience. Is responsive and courteous.
- Image - Maintains a consistent company image both internally and externally during both business and non-business hours.
- Work Ethic - Demonstrates reliability, punctuality, efficiency and quality. Exercises entrepreneurial spirit for the success and growth of the company and self. Accepts empowerment, responsibility and accountability.
- Communication - Demonstrates ongoing communication with all levels and divisions of the company to enhance teamwork and effectiveness and alignment of company and division goals.
- Teamwork - Supports team objectives and efforts of others on the team. Encourages a spirit of inclusion, participation and belonging.

- Safety and Compliance - Contributes to a culture that ensures that all facilities, equipment and personnel adhere to federal and state safety and compliance regulations.
- Maintenance - Coordinates with operations manager(s) to ensure proper maintenance of property and equipment.
- Credit Policy - Enforces the credit policy of the company.
- Other Duties & Responsibilities as assigned.

Basic Qualifications:

- 4-year degree in Marketing or other business/agriculture related field (6-10 years of related job experience may substitute for education).
- 5 years of industry experience.
- 5 years of experience in developing and executing marketing plans.
- Valid driver's license.
- Working knowledge of Microsoft Office.
- Ability to learn business accounting systems.
- Excellent written and verbal communication skills.

Preferred Qualifications:

- 10 years of industry experience.
- 10 years of developing and executing marketing plans.
- Previous experience as a Grain Procurement-Merchandiser.
- Previous agricultural cooperative or agriculture related experience.

Required Physical Demands:

- While performing the duties of this job, the employee is regularly required to sit, stand, walk, bend, twist or lift objects up to 50 pounds.
- The employee may be required to climb or be at elevated heights to inspect facilities.

Additional Details:

- Legacy Cooperative is an equal opportunity employer and offers competitive salary and benefits. For more information about us, please visit us at www.legacy-cooperative.com.

Receipt Acknowledgement: _____

SIGNATURE

DATE