



## **The Arthur Companies**

### **Central ND Grain Merchant**

#### **Job Description**

Are you looking for an opportunity to leverage your talents in a growing organization? We have excellent opportunities within The Arthur Companies for people that have a desire to grow in their careers, possess strong customer service skills, have an attention to detail, uphold safety requirements and enjoy working in a team-oriented environment. We offer a competitive compensation and benefits package.

#### **PURPOSE OF POSITION:**

This position is responsible for leading origination and marketing of assigned commodities.

#### **RESPONSIBILITIES:**

- Maintain a thorough knowledge of market values, rail freight rates, car costs, truck freight rates.
- Actively focus on customer relationships.
- Establish comprehensive matrix of bids for the assigned commodity; manages the company's basis positions, develops hedge and spread positions and make sales; all in accordance with established risk management policies.
- Contributes to development of policies and procedures for various activities related to the companies assigned commodity activities, such as: origination, warehousing, contracting, hedging, risk management, marketing, freight and logistics, etc.
- Help develop programs to maximize the effectiveness of the company's grain presence and works to increase origination.
- Promotes company's communication efforts at all levels regarding grain market intelligence, procedures, and grain division direction as it relates to the assigned commodities.
- Pursues company objectives including: growth of volumes as well as market share, alternative market development, comparative advantages and intra-company efficiencies.
- Provides input and assistance to Agronomy Department when needed.

#### **QUALIFICATIONS:**

The ideal candidate will possess the following:

- Bachelor's degree in Finance, Economics, Agriculture or other related field of study
- Minimum of 2 years grain experience preferred
- Excellent knowledge of the market in relation to the product, investment pricing, trends and demand
- Strong communication skills, both written and verbal
- Proven success in managing long-term customer relationships
- Excellent interpersonal skills and a team player



## **The Arthur Companies**

### **ABOUT THE COMPANY:**

The Arthur Companies is a diversified agricultural business that includes grain, agronomy services, birdseed and a fertilizer company. There is a proud tradition of customer service excellence in all that we do that dates back to 1906. We are privately owned and operated, putting business decisions close to our team. Please visit our website ([www.arthurcompanies.com](http://www.arthurcompanies.com)) for additional information.

### **DISCLAIMER:**

This job description is not a complete description of responsibility, but reflects the general qualifications, duties and/or responsibilities necessary to perform this position. The Arthur Companies reserves the right to revise the job description as circumstances warrant. The Arthur Companies is an at-will employer, which means that either the employee or the company may terminate the relationship at any time, with or without notice, and with or without cause. We are an equal opportunity employer.