



# LIGHTHOUSE COMMODITIES, LLC

Position: **Senior Grain Merchandiser**

Employment Status: **Fulltime**

Location: Bismarck, ND; Other, including potential for remote/home office

Closing Date:

Hiring Range: **\$150,000-\$225,000**

## Company Overview

Lighthouse Commodities, LLC (LHC) has been providing professional merchandising to farmers since 2015, equipping them with the same tools and resources the rest of the grain supply chain utilizes. To date we've marketed over 140 million bushels of farmer-client grain and evolved to include our own introducing futures brokerage, analytics department, proprietary algorithms, freight brokerage and numerous other improvements. These Lighthouse advantages are part of a farm marketing service unlike anything else in the industry and we provide that service to farmer clients with over 700,000 acres of annual production.

## Position Overview

The Senior Grain Merchandiser will be responsible for leading existing strategic LHC professional merchandising relationships while recruiting additional clients. This role will also lead the analysis, design and implementation of hedging for all LHC professional merchandising clients and will contribute to cash trading strategy and execution. This role has extremely high-income potential and will include the opportunity for ownership in LHC.

## KEY RESPONSIBILITIES

- Manage all aspects of professional merchandising for strategic LHC clients. This includes developing marketing plans, recommending and executing hedges, recommending and executing cash trades and monitoring logistics, all while regularly communicating with clients.
- Recruit additional strategic clients by following up on leads, working with Director of Marketing on awareness campaigns and promoting LHC in a variety of settings.
- Contribute to LHC's overall market view and development of hedging recommendations by closely monitoring and analyzing key fundamental, seasonal and technical indicators along with LHC's proprietary algorithms.
- Ultimately, execute resulting trades when the combination of market conditions and client goals creates an opportunity to initiate a physical, futures or options transaction.
- Help as needed with all other aspects of LHC's farm marketing, trading and logistics activities.

## KEY SKILLS and STRENGTHS

- High Accountability. This characteristic, the ability to own tasks and responsibilities with complete commitment, is the single unifying aspect of the LHC team
- Ability to understand all components of a marketing plan and communicate them successfully and continually with a variety of farm clients
- Ability to communicate the value of LHC and our services in a variety of situations
- Ability to manage data with high accuracy
- Strong analytical and relational skills
- Ability to work independently, in a high stress environment and effectively manage multiple priorities and tasks

Work schedule will primarily be normal daytime business hours, Monday through Friday, with additional hours required as needed.

**Travel**

This position will require infrequent travel to offsite events or meetings.

**Minimum Qualifications:**

- Bachelor's degree in business, ag economics, or related field; or equivalent combination of education and direct work experience
- 3 years of experience merchandising cash grain
- Series 3 license or ability to obtain one
- Understanding of cash grain trading, futures & options, and risk management concepts
- Ability to relocate or work out of the Bismarck, ND location for a period of time

**Preferred Qualifications:**

- 10 plus years of cash grain merchandising experience including P&L responsibility

All employment offers will be contingent upon successful completion of a pre-employment drug screening and a federal and state background check.

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**Application Procedure:**

**Please submit a resume and cover letter via email.**

If you meet the requirements for this position, please respond to [jcrist@lighthousecommodities.com](mailto:jcrist@lighthousecommodities.com) .

**\*\*All applicants will receive an email notification that their application was received.**