



LIGHTHOUSE COMMODITIES, LLC

Position: **Director of Commodities**

Employment Status: **Fulltime**

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

Closing Date:

Hiring Range: **DOE**

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 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 Director of Commodities will be responsible for managing all aspects of physical grain sales that Lighthouse transacts. This includes cash grain analysis, position management, customer development and trade execution for approximately 40 million bushels annually.

KEY RESPONSIBILITIES

- Manage overall position of four primary commodities – Corn, Soybeans, Spring Wheat and Canola. This includes basis position, position spread across different zones and position spread across different futures reference months.
- Interact closely with LHC Farm Marketers to understand LHC client goals/volumes/timeframes regarding cash grain sales.
- Analyze local, regional and global markets continually to maintain opinion of current basis opportunities, freight conditions and potential arbitrages.
- Build and maintain strong relationships with grain marketing destinations.
- Ultimately, execute physical grain sales when combination of market conditions and client goals creates an opportunity.
- Help as needed with 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 the complexity of multi-commodity – multi-region grain positions.
- 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 accounting, business, ag economics, or related field; or equivalent combination of education and direct work experience
- 5 years of experience merchandising cash grain across multiple facilities and/or to destinations across multiple regions.
- Experience managing freight's impact on a grain P&L.
- Experience executing grain arbitrages.
- Understanding of cash grain trading, futures & options and risk management concepts

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.

Application Procedure:

Please submit a resume and cover letter via email.

If you meet the requirements for this position, please respond to dspickler@lighthousecommodities.com .

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