



LIGHTHOUSE COMMODITIES, LLC

Position: **Senior Grain Merchandiser**

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 115 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 680,000 acres of annual production.

Position Overview

The Senior Grain Merchandiser will be responsible for certain commodities and/or geographic regions that Lighthouse operates in and will also lead business development and client prospecting activities in those regions while delivering LHC's farm marketing service to new clients. This role has strong income potential and will include the opportunity for ownership in LHC.

KEY RESPONSIBILITIES

- Manage trading activity and company risk for certain regions or commodities including executing physical trades, hedging, arbitrage, position and risk management and reporting.
- Regularly interact with Farm Marketing clients to establish relationships, inform of key marketing developments and recommend/execute client-specific marketing plans.
- Analyze local and global markets, contribute to LHC's overall market view and be able to continually communicate that view to marketing clients.
- 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 clients
- 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
- 3 years of experience merchandising cash grain
- Series 3 license or ability to attain one
- 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 jcris@lighthousecommodities.com .

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