

# Grain Milling Merchandiser

**GRAIN MILLING  
CAREER NETWORK**  
POWERED BY



**Build partnerships, create value,  
drive profitable growth.**

The merchandiser plays a key role in driving profitable business growth by building strong relationships with customers, identifying new opportunities, and developing strategic partnerships. This position of merchandiser involves analyzing financial performance, collaborating with customers to create value, and presenting recommendations to upper management. Merchandisers also stay informed and up to date on market trends and competitor activities, ensuring compliance with corporate mandates and contributing to the achievement of overall strategic goals.

## Career Responsibilities

- Personally demonstrates a commitment to food and human safety
- Maintains a clear customer account list that is defined by volume price and strategic benefit
- Attends training sessions external and internal to keep on top of new technology and innovation. Ensures the most cost efficient transportation and logistics, including discussions with corporate traffic department.
- Works to make quick decisions in a fast market while accepting the responsibility to defend them through business planning and analytical presentation
- Develops a clear understanding of local, national, and world markets and trends commensurate to their experience level within the company
- Develops superior knowledge of plant operations and guides operations through presentations and daily examples of cost saving and margin enhancing synergies
- Works to attain positive, cooperative relationships with internal colleagues across divisions and responsibilities
- Effectively uses communication channels for proper coordination within the office and other locations
- Portrays a positive image of the company and self when interacting with customers and colleagues
- Prepares and submits daily and ad hoc reports
- Helps develop and train new employees

## Other Job Titles

- Commercial Manager
- Commodities Trader

## Educational Requirements

- University degree in agriculture or business (i.e. economics, finance, accounting), supplemented with a minimum of two (2) years' experience in the marketing of commodities and related food, feed and/or fuel products
- Demonstrate capacity to excel within high risk, fast-paced work environment
- Proven ability to assess risk and exercise sound judgment in making decisions
- Demonstrate negotiation and interpersonal skills
- Demonstrate knowledge and understanding of the domestic and international trade
- Proven ability to manage effectively within a team-based work environment
- Ability to develop and maintain effective working relationships with end-users, suppliers, and internal customers
- Skilled in computer applications, including the use of spreadsheets, databases, and word processing software
- Committed to corporate ethics policies and safety programs

## Possible degrees, training and related fields include:

- Logistics
- Milling Science
- Supply Planning
- Business
- Ag-Business
- Industrial Engineering
- Ag-Economics

## Salary Range

- \$70,000-\$150,000

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