



**Job Description:** Full time Grain Merchandiser at Fredericksburg, Iowa location.

**Job Responsibilities and Requirements:** Accurate and timely completion of various grain merchandising functions required at Farmers Win Coop. Provide sincere and exceptional customer service. Be a team player with excellent organizational and interpersonal skills, with an ability to capitalize on win/win opportunities.

**Essential Duties and Responsibilities:**

- Merchandising functions including purchasing elevator delivered and direct-to-terminal grain from customers and marketing grain to end users.
- Be able to hedge grain and reconcile the hedged grain position.
- Actively research and study grain futures, basis, and spreads in order to make informed grain decisions and to inform customers and grain personnel on risk management.
- Listen to and resolve customer concerns. Respond to questions and provide appropriate information to customers and co-workers. Develop knowledge of local customer's wants and needs. Visit with customers on a regular basis to build relationships.
- Maintain and update the daily grain bid worksheet. Prepare a daily market commentary and distribute this along with the daily grain bids to customers and employees.
- Develop sales and marketing techniques to enhance service to current customers and prospective customers.
- Ability to obtain and actively manage grain offers from customers.

- Respond to customer inquiries regarding such things as grain sales, grain bids, grain contracting, grain offers and historical account activity, etc.
- Originate bushels while continually seeking opportunities to expand our origination draw area and market presence.
- Become familiar with available trucking operations and manage freight payments to hired semi haulers.
- Abide with state and federal grain rules and regulations.
- Gain ability to actively and efficiently utilize our grain accounting software and be proficient in Microsoft Excel.
- Utilize good customer skills at all times, when servicing and greeting customers and when working with co-workers and other departments within the company.
- Effectively communicate daily with grain personnel to manage accounting and logistics to maintain efficiency from an operational standpoint.
- Demonstrate work habits that develop, build, and support the team concept within the organization.
- Maintain close working relationship with the Grain Department Manager, Grain Accounting Department, and grain location personnel.
- Work with the Grain Accounting Department with contract mailings and verification of signatures.
- When needed, weigh incoming and outgoing loads at the scale, inspect and record grades, and be able to load or unload grain trucks.
- Portray a professional image in personal appearance, company facilities and equipment.
- Prepare customer and end user grain contracts.
- On occasion, especially at Harvest, be able to work extra hours.
- Perform other duties as deemed necessary by management.
- Opportunity for career advancement.

**Position available:** Immediately

**Location:** Farmers Win Coop Main Office in Fredericksburg.

**Qualifications, education and/or experience:** Associates Degree; or one to two years related experience and/or training; or equivalent combination of education and experience.

**Hours/Shift:** Daytime, seasonal.

**Salary/Wage:** Negotiable, depending on experience.

**Benefits:** Health insurance, 401K, Pension plan, PTO, plus others.

**Application process:** If interested, please submit resume to [aboreman@farmerswin.com](mailto:aboreman@farmerswin.com) or mail/deliver to Farmers Win Coop  
Attn: Angie Boreman, HRM 110 N. Jefferson Ave. PO Box 261  
Fredericksburg, IA 50630.  
For questions or concerns contact Angie at 563.237.5324

Farmers Win Coop is an Equal Opportunity Employer