



LIGHTHOUSE COMMODITIES, LLC

Position: **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 shipped over 100 million bushels of farmer-client grain and evolved to include our own introducing futures brokerage, analytics department, proprietary algorithms, freight brokerage and numerous other advantages. These Lighthouse advantages mean a marketing service unlike anything else in the industry and we provide that service to farmer clients with over 600,000 acres of production.

Position Overview

The Merchandiser will begin identifying and working with farmer clients to deliver LHC's full service farm marketing offering while also assisting with freight, cash grain management and other daily commodity trading activities and tasks. This role has strong income potential and will include the opportunity for ownership in LHC.

KEY RESPONSIBILITIES

- Regularly interact with Farm Marketing clients via phone, email/text and site visits to establish relationships, inform of key marketing developments and recommend/execute client-specific marketing plans.
- Maintain cash commodity trading data including contract entry, trade inputting, freight scheduling and updating clients' online risk summaries; all with a strong commitment to accuracy.
- Analyze local and global markets, contribute to LHC's overall market view and be able to continually communicate that view to marketing clients.
- Develop relationships with logistics providers and grain purchasers. Stay continually aware of current market activity and be able to evaluate new/changing markets and opportunities for clients' grain.
- Understand key aspects of trading including freight, arbitrage, futures/options, carry, etc.
- Ultimately, be able to execute a resulting trade when the combination of market conditions and client goals creates an opportunity to initiate a physical, futures or options transaction.
- Ultimately be able to manage a cash grain position including buyer relationships, trade execution, arbitrage and hedging.
- 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/responsibilities with complete commitment, is the single unifying aspect of successful LHC employees
- Ability to understand all components of a marketing plan and communicate that successfully and continually with a variety of clients
- Ability to manage data with high accuracy

- Ability to respond quickly when market conditions create need for prompt action across a large number of clients
- Strong analytical skills
- Strong relational skills
- Ability to work independently, in a high stress environment and effectively manage multiple priorities and tasks simultaneously

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
- Series 3 license or ability to attain one
- Understanding of grain trading, futures & options and risk management concepts

Preferred Qualifications:

- 5 plus years of work experience trading cash grain or managing risk in a similar setting
- Familiarity with northern Midwest/western Canada farming industries

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 jcrist@lighthousecommodities.com .

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