## **Originator**



DIVISION: Grain
REPORTS TO: Origination Manager

EMPLOYEE: STATUS: Exempt

### PURPOSE AND SUMMARY STATEMENT

Under the direction of the Grain Origination Manager, is responsible for implementing and providing leadership for grain origination programs while building and maintaining relationships with growers that result in profitability to both FS GRAIN, LLC and our customers.

#### ESSENTIAL JOB FUNCTIONS

Assist in creating a positive work environment with encouraging and respectful interactions that promotes a consistent message of leadership, profitability, and competitiveness.

Position will be considered the "local expert" in regards to grain markets and will be able to interpret market reports and technical information to communicate recommendations to staff and customers by phone, face to face contact, electronic means, or presentations.

Build and maintain relationships with a wide range of customers and continue to look for opportunities in the local area to expand the business.

Implement origination programs among the originator's targeted and prospect list including Agrivisor, futures, options, basis and  $3^{rd}$  party agreements as it is relevant to a producer's operation.

Manage "cross-selling" to customers utilizing the FS GRAIN, LLC origination staff with its local partner Cooperative, including Heritage FS, GRAINCO FS, Conserve FS, Carrol Farm Service, and Agview FS.

Will be partially responsible for the MID-CO Commodities branch office. This will include filling out appropriate paperwork to open accounts, taking and placing futures orders, collecting margin requirements, providing necessary marketing advice to customers, attending necessary seminars and training, and holding periodic marketing meetings with selected customers.

Monitors competitor bids and selects best option(s) for patrons. Will be able to quote current and deferred prices to customers for a variety of markets, work with our Merchandisers to determine how to define and leverage those markets, and input grain contracts according to local policy.

Travels throughout assigned territory to call on regular and prospective patrons or talks with customers over the counter or by phone and uses electronic communication to secure profitable orders.

Uses a Customer Relationship Management system to manage customer contacts, profiles, opportunities, and other pertinent business details.

Adhering to company policy in regards to expense, PTO, and vehicle usage reporting.

Maintains a clean and professional appearance and provides courteous, timely and professional customer service.

Attends all required meetings and training programs.

Other duties may be assigned.

### OTHER JOB FUNCTIONS

Stays current and informed on industry trends, competitive prices, and regulatory compliance. Will assist with the operation of the grain facilities as requested by the grain department manager. Performs related duties as assigned.

# REQUIREMENTS

### **Education and Experience**

Normally requires a college degree, preferably in Ag Economics, Ag Marketing, or Agri-Business. Prefer knowledge of cooperative philosophies and principles.

### **Key Competencies**





Understanding and experience with agricultural marketing related areas including marketing strategy, grain risk management, market information, conditions and trends, price strategy, branding promotions, industry relations, policies and procedures, and compliance along with planning, budgeting, and communications.

Ability to build professional relationships and partnerships, assess business opportunities, and negotiate appropriate agreements.

Proven leadership skills and the ability to achieve results through others.

Proven professional communication, interpersonal persuasion, and presentation skills.

Demonstrated planning, organization, problem –solving, and project management skills.

Proven team building skills and the ability to work independently and in a team-oriented environment.

Proven computer skills and the ability to use the computer to enhance business processes.

Demonstrated core competencies including business knowledge, collaboration, communication, customer focus, decision making and skill development.

### **Other Requirements**

Must have and maintain a valid driver's license, have the ability to work independently, and travel when necessary.

This job description has been evaluated and understood by At minimum yearly, a performance evaluation will be performed by the Origination Manager addressing the above functions and requirements.

Signed_		Date:
_	Origination Manager	
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	Employee	