

Grain Manager

The grain manager is responsible for storing customer grain, shipping grain, and buying grain from farmers. They oversee the trading, purchasing, marketing, and procurement services and programs offered by the cooperative, while managing daily inventories and positions.

What responsibilities will I have?

- Execution and monitoring of all grain purchasing duties; buy grain in and around your designated trade area
- Prospect current and potential producers to ensure customers are fully informed about the programs and services offered by the co-op
- Ensure the existing customer base is maintained; increase volumes through the acquisition of new customers
- Collaborate with feed department staff to create and position risk management solutions for producers and members
- Create strong sales plans; work directly with customers
- Provide pricing contract administrations
- Provide timely information of schedules, pricing, contracts, grower information, and competitor activity
- Market and administer contracting programs through direct calls on individual producers, and/or at general meetings held for producers
- Coordinate grain shipments to terminals and within co-op structures
- Be aware and knowledgeable of grain trading policies and current market trends via the Chicago Board of Trade
- Perform USDA grain grading procedures
- Write contracts and negotiate purchase agreements
- Comply with OSHA, state, and federal safety regulations
- Maintain professional appearances of equipment, rolling stock, and facilities
- Implement grain pricing considering sample and inspection grade on all incoming and outgoing grain shipments

What education and training is necessary?

A bachelor's degree in agricultural business, accounting, economics, or finance would be appropriate for grain managers, although experience in the field may be just as necessary.

What high school courses are recommended?

Agriculture education, mathematics, business, biology, chemistry, and computer courses

Who are typical employers in agriculture?

Cooperatives, small to large scale agricultural companies, commodity marketers, and agricultural risk management institutes

Other Titles and Roles:

Elevator manager, merchandiser, commodity procurement, grain buyer, grain marketing specialist