

Opportunity:

Market360 Dairy and Feed Advisor

Position Profile:

Market360 is Stewart–Peterson, Inc.'s commodity marketing consulting program for grain and dairy producers and users of feed products. The Market360 client is serviced by a Market360 advisor on a day-to-day basis. The Market360 advisor is responsible for communicating trades and cash product sales to the client. The Market360 advisor also tracks data for the monthly reports sent to the client. The Market360 advisor is responsible for customizing the program recommendations to the client's specific situation. The advisor will act as the relationship manager and be responsible for renewing the annual contract with the client. The advisor is also responsible for research projects and data management on an as needed basis.

Candidate Profile:

- An ideal candidate will possess 1–3 year dairy business experience in milk product procurement or other related fields or 1–3 year cash grain merchandizing experience buying and selling.
- Knowledge of futures and options and use in hedging and risk management.
- Some farm background or demonstrated ability to communicate with farmers.
- Excellent phone communication skills
- Able to communicate and explain sophisticated trading recommendations.
- Able to customize program strategies to individual farms.
- Service oriented with a mission to help the farmer.
- Detail oriented and organized.
- Able to stay focused and concentrate in an open office environment.
- Able to take ownership of the client relationship.
- Able to solve problems quickly and effectively.
- Research skills and data management tracking experience.
- Work independently as a team player with minimal supervision.
- Self-starter with excellent follow-through.
- Flexible to work until the job is done when a market move requires.

Education:

College degree or equivalent. Agricultural degree or background strongly recommended. Accounting and agricultural economics courses a plus. Series 3 commodities license is required before starting the position.

Compensation:

This is a salaried position and is negotiable depending on experience. The position reports to the Senior Market360 Advisor

137 S. Main Street, West Bend, WI 53095 · 800.334.9779 · 262.334.9779 · fax  
262.334.6225

[www.stewart-peterson.com](http://www.stewart-peterson.com)

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