



**Opportunity:**

Market360 Advisor

**Position Profile:**

Market360 is Stewart-Peterson, Inc.'s managed commodity marketing program for grain and dairy farmers. The Market360 client is serviced by a Market360 advisor on a day to day basis. The Market360 advisor is responsible for executing trades and cash crop sales and reporting regarding any activity in the program. The Market360 advisor also produces the monthly account statements for the client. The Market360 advisor is responsible for setting up the account when a sale is closed and 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.

**Candidate Profile:**

- 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.
- FOB training, freight trading and CIF experience helpful.
- 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 strongly recommended and is required within 3 months of hire.

**Compensation:**

This is an exempt salaried position: salary range is \$35,000 to \$55,000 depending on experience. The position reports to the Senior Market360 Advisor.