



JOB DESCRIPTION

JOB TITLE: Farmer Originator

FLSA STATUS: Exempt

SUPERVISOR'S TITLE: Commodity Risk Manager

General Summary: Assist in Creating positive margins to maximize returns for Homeland Energy. Focus on purchasing farmer corn while managing the commodity price risk of our company. Interacts with product marketers and grain brokers and any other tasks necessary to complete such work.

Essential Duties and Responsibilities:

- Focus directly on expanding HES's farmer business while following HES's risk policy and maximizing ethanol margin opportunities.
- Build and implement a regional corn buying strategies that will adapt with corn production changes in HES's draw areas
- Understands and executes cash, futures, basis and credit sale contracts in accordance with HES and grain warehouse rules
- Backup for Commodity Risk Manager, Commodity Specialist and Scalehouse Operators in daily functions
- Backup for logistics and managing actual flow of grain thru assets to ensure continuous availability of product to meet production needs.
- Establish and maintain strong customer relations thru our marketers, farmers and grain haulers.
- Recognize and manage price risk thru the use of hedging derivatives/flat price contracts and other risk management tools.
- Active in grain accounting and grain settling
- General office duties such as filing and answering phones
- Accomplishes all tasks as appropriately assigned or requested
- Continuous learning of the grain, ethanol industry and new hedging alternatives.
- Maintain compliance with government agencies CFTC, grain warehouse bureau.
- Managing the flat price risk of our company along with our profit margins.

Required Knowledge, Skills, and Abilities: To perform the job successfully, an individual should demonstrate the following competencies to perform the essential functions of this position:

- Strong customer service skills, sense of urgency to complete duties and responsibilities, detail oriented, and ability to multi-task.
- Strong negotiating skills, conflict management skills and interpersonal skills
- Excellent oral and written communications skills
- Strong computer skills in Microsoft Office and Grain Accounting Software.
- Knowledge of grain terms and understanding of how the markets function.

Education and Experience: Bachelor's degree or equivalent education/experience. Minimum 2-4 years of experience in grain merchandising

Physical Requirements: Must also be able to perform the following physical requirements, either with or without reasonable accommodation, which also constitute essential functions of the position:

- Ability to lift 10-15 lbs.
- Operate general office equipment
- Regular attendance, able to work more than 40 hours a week if requested.
- Able to freely access all areas of Company premises, including going up and down stairs.

Working Conditions: Standard office setting, some exposure to dust.

While this job description attempts to identify a number of essential functions required of the position and offers various examples of the kinds of physical demands required, it does not list all the duties of the job and other duties may be required or assigned. Additionally, this job description is in no way a contract of employment and it does not affect the at-will nature of any employment relationship.

EOE