

GRAIN BUYER

A grain buyer builds relationships with producers on behalf of the company they represent or are employed by allowing them to purchase the producers grain at a fair price.

WHAT RESPONSIBILITIES WILL I HAVE?

- Build relationships directly with farmer customers
- Write contracts and negotiate purchase agreements
- Source protein meals, screenings, mill feeds & other ingredients as needed from local producers
- Coordinate grain deliveries
- Issue purchase orders for farmer suppliers, invoice purchases from farmers and insure timely payment for farmer suppliers
- Be aware and knowledgeable of grain trading policies and current market trends via the Chicago Board of Trade
- Perform USDA grain grading procedures
- Participate in monthly commodity purchasing and inventory-related meetings



WHAT EDUCATION & TRAINING IS REQUIRED?

Associate's degree or higher in agricultural business, agricultural marketing or a related agricultural program

THE FOLLOWING HIGH SCHOOL COURSES ARE RECOMMENDED...

Agricultural education, mathematics, business and computer courses

TYPICAL EMPLOYERS

Grain elevators, food production companies, animal nutrition companies, bioenergy companies

FUTURE JOB MARKET/OUTLOOK



SUGGESTED PROFESSIONAL ORGANIZATIONS & ASSOCIATIONS

- American Soybean Association
- Food Ingredient Distribution Association
- National Grain and Feed Association

AVERAGE ANNUAL FULL-TIME SALARY

\$71,000