



Job Title: Margin (Merchandising) Manager

Employment Status: Full-Time

Location: Munich, North Dakota

POSITION OVERVIEW

The incumbent will report to the General Manager and will be responsible for the Company's Purchasing, Sales, Hedging and Risk Management activities that involve purchasing canola seed, selling canola oil and meal and buying and selling futures contracts to achieve/exceed budgeted crush margins.

DUTIES AND RESPONSIBILITIES

1. Ensures margin management activities are performed including maintaining a daily position report that shows our sold, unsold and open position.
2. Purchase and sell futures to cover the quantity of seed contracted and oil and meal sales contracted.
3. Contract reviews and renewals, substitution reviews, requests for proposals (RFP), cost quotes, and specification management.
4. Accountable for margin performance and coordinating all efforts to maximize margin and achieve plan.
5. Manages contracts and bids to assure all pricing is in line with market standards. Ensures company is legally compliant with bidding process.
6. Oversees the response to proposals, bids and quotes. Development of written response and pricing scenarios for customers or potential customers.
7. Implements the standard volume-based margin platform to ensure new business falls within designated margin target ranges.
8. Provides budget input and review of departmental expenses.
9. Fosters strong relationships with producers/suppliers and customers.
10. Monitors market activities and contractual performance.

COMPETENCIES

- Ability to achieve results
- Ability to influence people
- Strong interpersonal skills
- Excellent analytical skills
- Strong computer skills in various software (word processing, spreadsheets, databases)
- Strong project management and time management skills
- Ability to communicate effectively, both orally and in writing
- Detail-oriented
- Knowledge of pricing structures and how to calculate a crush margin.
- Knowledge in puts and calls options would be an asset.
- Technical knowledge of agricultural commodities, preferably canola products

EDUCATION AND/OR EXPERIENCE

- Bachelor's degree in Accounting, Finance, Agricultural Economics, or Business Administration with a minimum of five (5) years financial analysis experience required, or an equivalent combination of education, training and experience.
- Previous experience in buying and selling of canola seed futures along with soybean oil and soy meal futures required.

SALARY RANGE

Salary is commensurate with experience.

NPSO requires the successful completion of a pre-employment background check and a drug screen.

NPSO is an Equal Employment Opportunity.