



Western Plains Energy, LLC

Job Description

Grain Merchandiser:

- **Purpose of Job:**
 - Develop and manage supplier relationships, both at the producer and commercial levels, to optimize the company's grain procurement/origination strategy while maintaining competitive advantages and facilitating commodity logistics.
 - Skillful negotiation of grain origination, including executing grain contracts, resolving customer complaints and contractual and delivery issues, and contract fulfillment by suppliers to ensure the uninterrupted supply of grain for production requirements.
 - Develop and manage sustainability programs for low carbon intensity grain with both producers and commercial suppliers.
- **Organizational Relationships:**
 - Immediate Supervisor: TBD
- **Duties and Responsibilities:**
 - Grain Origination and Accounting:
 - Purchase and schedule all grain receipts for the company.
 - Record and account for all price risk activities for the company.
 - Coordinate and ensure that grain accounting functions are completed as necessary and required.
 - Communications and Reporting:
 - Provide weekly grain procurement position and inventory reports and complete daily, weekly, and monthly reports for grain receipts, grind, and pricing activity, and assist with distiller product inventories and shipments as needed.
 - Regular communication with the company's management team regarding grain position, pricing, crop conditions, future volumes and pricing trends.
 - Maintain accurate records and make timely and accurate reports regarding contracts, government reporting and other product inventories.
 - Communicate with management and risk management/brokerage firms to implement effective margin management strategies that include grain, ethanol, natural gas and distiller products.
 - Frequent internal communications with various staff members to maximize company revenue, plant profitability, and availability of equipment needed to receive, store, and convey grain, which may include the following:
 - Manage quality control of incoming grain to meet the FSMA requirements
 - Support scale operations, including training and troubleshooting of CompuWeigh system
 - Support maintenance activities associated with grain related equipment and systems.
 - Support grain related projects
 - Sustainability Programs:



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- Lead company efforts to develop grain sustainability (low carbon intensity) programs that meet the requirements for the upcoming 2026 changes to the California LCFS program and for the Section 45Z IRA program.
- Coordinate and host group meetings to educate stakeholders within the grain supply chain about sustainability practices, their impacts, the record keeping requirements, and the importance to the company.
- Initiate one-on-one communications with producers and commercial suppliers to further educate and incentivize participation in sustainability programs.
- Coordinate with third parties that may provide data collection and data verification to support sustainability programs.
- Lead coordination efforts on behalf of the company with the parties and producers associated with all grant programs that the company is associated with.
- Provide a strong focus on increasing the amount of direct farmer originated grain, including the development and of FOB trucking for grain origination.
- Coordinate and manage third party service providers that supply/host farmer supplier facing portals/apps.
- Leadership, Teamwork, and Culture:
 - Proactively participate in building and maintaining a team atmosphere that produces high quality employees, low turnover, and exemplifies WPE as an Employer of Choice.
 - Assist and participate in company and community activities as necessary.
 - As a representative of the company, project an image, which exemplifies the high standards necessary to accomplish the goals of the company.
 - Other duties not listed herein, but which need to be accomplished to maintain safe and timely day-to-day operations of the company.
- **Qualifications:**
 - Strong experience and knowledge of commodity markets, commodity risk management, and commodity procurement.
 - Prior grain accounting experience.
 - Proven strong negotiation skills.
 - Understanding of freight and freight spreads for truck and rail transportation.
 - Proven track record of leadership skills, attention to detail, multi-tasking, and self-initiative.
 - Well-developed analytical skills are required to resolve complex problems and to plan for and lead the grain origination process.
 - Strong oral and written communication skills for dealing with staff, producers, commercial merchandisers, and government entities.
 - Demonstrated interest in coaching/training/mentoring others.
 - Proficient knowledge of computers, Microsoft Office software, and a computerized grain accounting system is required.
- **Physical Demands**
 - Exerting up to 10 pounds of force occasionally, and/or a negligible amount of force frequently. Involves sitting most of the time but may involve walking or standing.