



Originator

Are you looking for an opportunity to leverage your talents in a growing organization? We have excellent opportunities within Anchor Ingredients for people that have an entrepreneurial spirit, focus on problem solving, work independently and bring strong analytical skills.

PURPOSE OF POSITION:

The Originator is primarily responsible for procuring (negotiating, buying) and contract management of specialty grain and pulse commodities from local farmers and/or brokers. This includes maximizing company returns while maintaining competitive pricing, managing transactions (including logistics), position management, ensuring company locations do not run out of product, and establishing long-term relationships with suppliers.

RESPONSIBILITIES:

- Purchase grain and pulse commodities directly from the farm-level in the Upper Midwest
- Manage position risk for key commodities by managing and monitoring commodity positions
- Develop strong farm-level relationship across the region by clearly delivering Anchor value proposition
- Recommend, manage and distribute new crop farm-level purchase contracts
- Maintain economic and market knowledge regarding trends, prices, and general market conditions for key commodities
- Predict and capture opportunities in future markets, while limiting risk exposure, by managing proper inventory levels, negotiating deferred deliveries from farmers and/or brokers, and managing new crop farm-level purchase contracts
- Regularly meet with merchandising team to develop market strategies
- Research and write monthly special crop newsletter to be distributed to customers and suppliers
- Deploy technology platforms to farm-level customers
- Coordinate inbound logistics of raw commodities to ensure facilities do not run out of product
- Develop trucking relationships and negotiate rates

QUALIFICATIONS:

The ideal candidate will possess the following:

- Bachelor's degree in Agriculture or other related field of study
- Preferred 5+ years of origination expertise, preferably within specialty crops in North Dakota
- Existing farm-level relationships preferred but not required
- Strong analytical skills with a history of managing positions
- Strong communication skills, both written and verbal
- Excellent organizational skills and attention to detail
- Proven success in managing relationships
- Excellent interpersonal skills and a team player
- Willingness to travel around the region (up to 50% travel)

ABOUT THE COMPANY:

Anchor Ingredients, LLC headquartered in Fargo, ND, sources and supplies a wide range of specialty ingredients catered specifically to the human and pet food markets. With the ability to source ingredients worldwide, AIC is uniquely positioned to meet all of the ingredient needs of their customers. At Anchor Ingredients, we have assembled a world-class team of professionals with years of industry experience and a commitment to our core foundation of honesty, integrity and reliability.



ANCHOR
INGREDIENTS

4876 Rocking Horse Circle South
Fargo, North Dakota 58104

P | 701.499.1480

F | 701.499.1481

info@anchoringredients.com

www.anchoringredients.com

DISCLAIMER:

This job description is not a complete description of responsibility, but reflects the general qualifications, duties and/or responsibilities necessary to perform this position. Anchor Ingredients reserves the right to revise the job description as circumstances warrant. Anchor Ingredients is an at-will employer, which means that either the employee or the company may terminate the relationship at any time, with or without notice, and with or without cause. We are an equal opportunity employer.