




Market 1 Inc.

Futures Forecasting Risk Management

A subsidiary of  DFS

Grain Market Analyst

Market 1 Inc. is an energetic and progressive company specializing in developing and implementing personalized marketing plans. The company was established in 1985 and is a wholly owned subsidiary of DFS, Inc. in Newell, IA. At Market 1, we develop and execute risk management strategies that best meet the needs of our customers. We focus on the customer relationship and strive to be a fully ingrained partner in their operation. We are looking for a Market Analyst that will share our passion and desire for growth in creating successful long-term partnerships with our customers.

Job Description:

The Grain Market Analyst role is an agricultural sales and marketing specialist who cultivates long-term relationships with targeted customers, by developing a personalized marketing plan that fits the customer's needs and utilizes sound risk management strategies. This position will have the opportunity to start in a new territory, therefore strong sales skills and commodity market knowledge is required. Ideal candidate would be located in Eastern Nebraska or Iowa but we are open to pursue any territory in the Midwest based on the experience and location of the applicant.

Education:

Bachelor's degree in Ag Economics, Business or related degree required.

Series 3 and Series 30 Licenses – or ability to acquire prior to starting position.

Qualifications:

- Knowledge of commodity markets and previous experience working with grain producers
 - Ability to keep abreast of current market conditions and short- and long-term market trends.
- Proven ability to develop long-term client relationships
- Self-motivated and Aggressive self-starter
- Proven ability to develop market knowledge and skills
- Goal-orientated
- Out-going sales mentality
- Utilize sound time management skills
- Organized
- Proven ability to close the sale

- Ability to work in a team environment
- Trustworthy and ethical
- Creativity, leadership, strategic thinking and strong communications skills required.

Duties Include:

1. Risk Management
 - a. Utilize marketing plan tool to generate break even costs to aid in marketing decisions.
 - b. Work in conjunction with other market analysts to develop hedging strategies.
 - c. Fundamental and technical market analysis. Share research and market opinions with Market Analysts.
 - d. Clearly communicate strategies with the client in written and verbal form.
 - e. Ability to recognize synergies with parent company and subsidiaries and cross-sell services.
2. Brokerage Services
 - a. Execute trades for clients and clearly communicate their positions.
 - b. Key contact person for client in regards to futures/option positions.
 - c. Monitor futures/options position daily
 - d. Collect initial and maintenance margins for client base.
3. Market Commentary
 - a. Participate in writing Market Commentary on grain and macro markets.
4. Customer Relationships
 - a. Build long-term relationship with current client base
 - b. Maintain customer retention rate of 80% or greater
 - c. Become an integral part of your client's operation
 - d. Key contact person for client in regards to risk management strategies, market data, etc.
5. Prospecting
 - a. Identify targeted prospects
 - b. Develop Key Referral Centers
 - c. Meet established prospecting and customer goals
6. Speaking engagements
 - a. Present market outlook meetings at banks, prospect meetings and industry conferences.
 - b. Explanation of our services at all speaking engagements.

The Grain Market Analyst must be willing to travel for client meetings. Ability to work on a commission based structure.

For more information or to apply for this position – please contact Heather Coffelt at hcoffelt@market1inc.com or 612-270-4290.