




Market 1 Inc.

Futures Forecasting Risk Management

A subsidiary of 

Livestock Market Analyst

Market 1 Inc. is an energetic and progressive company specializing in developing and implementing personalized marketing plans and large scale ingredient purchasing. 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 clients. We focus on the client 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 clients.

Job Description:

The Market Analyst role is an agricultural marketing specialist who cultivates long-term relationships with targeted customers, by utilizing an internally developed forecasting model that assists in developing a personalized plan that meets the client's needs and utilizes sound risk management strategies. Strong sales skills and commodity market knowledge is required. This job will be located in our Ames, IA office.

Experience:

5 years agricultural commodity experience (prefer livestock experience)

Education:

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

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

Qualifications:

- Knowledge of commodity markets
 - Ability to keep abreast of current market conditions and short- and long-term market trends
- Proven ability to develop long-term client/supplier 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 Market Caster™ 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. Ingredient Purchasing
 - a. Purchase ingredients for livestock companies that leverages volume
 - b. Key contact person for livestock companies in regards to purchasing needs and marketing decisions.
 - c. Analysis of ingredient markets. Share research and market opinions with Market Analysts.
 - d. Actively participate in client conference calls regarding ingredient markets and strategies.
3. 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 your assigned clients
4. Market Commentary
 - a. Participate in writing Market Commentary on ingredients and livestock markets.
5. 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.
6. Prospecting
 - a. Identify targeted prospects
 - b. Develop Key Referral Centers
 - c. Meet established prospecting and customer goals
7. Speaking engagements
 - a. Present market outlook meetings to ingredient suppliers, livestock companies, banks, industry conferences, and universities.
 - b. Explanation of our services at all speaking engagements.

The Livestock Market Analyst must be willing to travel for client meetings. Overnight travel may occur but won't be regular. Ability to work on a commission based structure.

For more information or to apply for this position – please contact Nathan Kier at nkier@market1inc.com or 712-299-7241.