



White River Soy Processing, LLC  
6874 N Base Rd  
Seymour, IN 47274  
[whiteriversoy.com](http://whiteriversoy.com)

## Soybean Meal Merchant

**Job Description Summary:** The candidate will manage a soybean meal sales program that supports the company's soybean crushing operations. The company's soybean meal sales program will focus on customer direct marketing so forming long lasting, sustainable relationships with the region's soybean meal consumers is critical to the candidate's success. The company recognizes that there may be periods of time where customer direct sales become challenging so the candidate must necessarily form relationships with feed ingredient brokerages.

The candidate will constantly evaluate market conditions for soybean meal sales and advise management on any impediments to sustaining adequate soybean meal sales to meet planned production schedules. The candidate will also regularly advise management on market trends for physical basis, futures prices, futures spreads, and any implications for the plant's crush margins. The candidate will show a deep curiosity about local and national agronomics, supply and demand factors for all feed ingredients, and will prepare presentations and analysis of these inputs upon request.

**Our philosophy about your future:** The company's management will mentor the candidate with great care and support for the candidate's future. The company's management team will make every effort to provide an environment that promotes the candidate's professional and personal growth and job satisfaction. Management will treat the candidate respectfully and challenge the candidate to achieve the highest professional standards for grain trading, risk management, and business development.

**Responsibilities include but are not limited to:**

- Work with management to maximize plant profitability by implementing effective risk management strategies with respect to soybean meal sales, hedging, and transportation.
- Maintain an unwavering commitment to customer direct sales and provide inputs to improve the company's customer service.
- Become knowledgeable and informed about area livestock production, competitor marketing practices, and provide management with proposals to meet these customer and competitor challenges.
- Understand the soybean meal quality and weighing functions according to National Oilseeds Processing Association trade rules and USDA and state of Indiana specifications and the implications for meeting customer expectations.
- Collaborate with the transportation team and soybean merchant to optimize backhaul opportunities with soybean movement and FOB farm opportunities.
- Collaborate with the accounting team to understand and improve invoice and contract settlement procedures.
- Master critical invoicing and accounting software.
- Master critical risk management software.
- Master critical CRM functions.



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**Requirements:**

- A bachelor's degree is required. Preference will be given to those with a degree in Agricultural Economics, Agribusiness, or Crop Sciences.
- Experience and knowledge in grain/agriculture/feed industries required.
- 2+ years of experience in grain procurement/feed ingredient sales/commodity trading preferred.
- Deep curiosity about markets and risk management.
- Ability to form, maintain, and defend a market opinion.
- Technological proficiency and a capacity to use a range of software applications including advanced skills in Microsoft 365 applications.
- Ability to be detail oriented with strong organizational skills and the ability to prioritize workloads.
- Ability to self-motivate, work independently, and show up to the office's trading floor with a high sense of urgency.
- Maintain excellent verbal and written communication skills.
- Maintain positive professional relationships, both internal and external.
- Demonstrate business acumen and leadership skills.
- Possession of a valid and current driver's license is required.

**Location for work:** The candidate's office will be in Seymour, Indiana at the company's soybean processing plant or at the company's headquarters in Omaha, Nebraska. The candidate has the ability to choose the office.

**Travel requirements:** The company will require travel for customer visits, attendance at local, state, and national industry events, and frequent trips to the company's headquarters in Omaha, Nebraska if the candidate exercises the option to work at the soybean plant at Seymour, Indiana.

**Compensation:** The company will provide compensation that recognizes the candidate's experience, aptitude for risk management, and ability to make an immediate, collaborative contribution to the company's needs. The company will provide bonus compensation that reflects the employee's contribution to the company's profitability.

**Benefits:** The company will provide a benefits package that reflects industry standards.

**How to Apply:** Send a cover a cover letter and resume to Walter Cronin at [wcronin@whiteriversoy.com](mailto:wcronin@whiteriversoy.com).

**About White River Soy Processing:** White River Soy Processing, LLC (White River) develops and operates oilseed processing facilities in the U.S. With a commitment to excellence in production and safety for our employees, our team leverages decades of experience in soybean processing and is driven to produce the highest quality vegetable protein meal and oil for better nutritional outcomes. We are passionate about building lasting partnerships with farmers, contributing to our communities, and delivering superior soybean products to our customers. Learn more at [whiteriversoy.com](http://whiteriversoy.com).

White River is an Equal Opportunity Employer.