


STUDENT ACTIVATION

Grain Trader

CHS is the largest cooperative in the United States and one of the biggest names in **agronomy**, energy, and grain processing. Because it is so easily stored, transported, and maintained with minimal spoilage, grains like wheat are extremely important to domestic and international trade. This is where **grain traders** come in!

AGRONOMY: The science behind soil management and crop production.

GRAIN TRADERS?¹

Grain Traders are responsible for finding the best opportunities when purchasing grain from the growers, and then getting the best price for that grain when selling it to the end users, such as flour mills. To do this effectively, and garner the greatest value, they must have an in-depth knowledge of trade rules and the grain market. This may require previous experience in the futures markets, logistics management, or customer service and sales.

IS GRAIN TRADER A GOOD CAREER FOR ME?

| Me | Grain Traders |
|---|---|
| I am interested in the stock market. | Grain traders must have in-depth knowledge of how the stock markets and futures markets work to be effective in navigating the trade rules of the grain market. |
| I am organized and perceptive. | Grain traders are attentive and pay attention to small details. |
| I am interested in school subjects like economics. | Grain traders have a strong knowledge of economic principles, and they also study business and finance. |
| I enjoy public speaking, and I can easily explain things to others in ways they can understand. | Grain traders are confident and effective communicators. |

¹ <https://www.zippia.com/grain-trader-jobs/>

| How does this career help me? | How does this career help the world? |
|---|---|
| <p>Every time your family buys or consumes a sandwich made with traditional bread, you can thank a grain trader. The wheat used to make most breads in your supermarket comes from all over the country...or the world! Grain traders make sure that effective and mutually beneficial interactions take place between growers and end-users to get the wheat where it needs to go so supermarket shelves stay stocked.</p> | <p>Grains like wheat literally feed the world. Without grain traders, the crop would stay within a relatively local area with much of it going to waste. Grain traders help make sure that farmers are paid a fair price for their crop while also getting the grain to the end user who will manufacture the components for food and drinks.</p> |
| What are some similar careers? | |
| <p>Futures traders are investors, speculators, or traders who seek to make a profit from the change in a future price for a commodity like wheat.</p> <p>Stock traders are those who closely watch the stock market to manage financial investments in various stocks.</p> | |

Here are ways to practice the skills to be a successful **grain trader**:

- Gain hands-on experience with agricultural markets, marketing terms, pricing tools, and risk management by playing the [Commodity Challenge](#).
- Gain knowledge on how the stock market works and practice the skills needed to be an effective trader by playing the [Stock Market Game](#).
- Work with your guidance counselor to organize your schedule to take all available economics courses. Look into further options at a local community college and make college plans with this career path in mind, focusing on economics, business, and agriculture.
- Volunteer to manage or lead a large project at a school, church, community organization, etc. Take responsibility for any financial aspects of the project, practice clear and effective communication, and delegate tasks respectfully to your group members.
- Seek out a job shadow or summer internship working with an agriculture company. An internship can be a great way to see if your interests align with the job responsibilities and get a feel for a work environment.