



CAREER PROFILE

Grain Trader

CHS is the largest cooperative in the United States and one of the biggest names in **agronomy**, energy, and grain processing. Because they are 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!

WHAT IS A GRAIN TRADER?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.

CAREER OUTLOOK¹

The demand for **grain traders** is projected to grow at an average rate.

Projected job growth: 4% (2018–2028)
Average annual salary: \$101,836/year*

***Note:** *Listed salary range reflects national averages, and should only be used as a reference. Compensation can vary due to a variety of factors ranging from location, industry, cost of living, years of experience, and more. You should expect to discuss salary on a job-by-job basis.*

AGRONOMY: The science behind soil management and crop production.

AM I...

Flexible?
Effective at communicating?
Responsible?
Interested in the stock market?

DO I...

Respond well to managing teams and projects?
Pay attention to details?
Have a good head for economics?

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

IS GRAIN TRADER A GOOD CAREER FOR ME?²

Grain traders are:

- attentive to small details
- analytical
- excellent communicators
- confident
- strong in their knowledge of economic principles

HOW DO I BECOME A GRAIN TRADER?

You will need to:

- take classes in agriculture, business, and economics
- develop your communication skills
- get job experience working in the stock market or with futures



² <https://www.fwi.co.uk/careers/job-profiles/job-profile-like-grain-trader>