Company Profile
CGB Enterprises, Inc. is an innovative and entrepreneurial company whose core business revolves around the agriculture and transportation industries in the Midwest and Mid-South, along the nation's inland waterways. CGB has expanded its services to include handling and transportation of bulk commodities and logistics operations domestically and around the world. Visit us online at www.cgb.com.

Job Description
CGB Grain Merchandiser Trainees are a part of the CGB Grain Team, and they are expected to be decision makers from day one at their locations. Thrust into the action, they will analyze industry information, both domestic and global, to make profitable decisions for their customers and their respective locations. Merchandisers will spend much of their time on the phone, creating and building relationships with both elevators and producers, and getting out of the office to meet with customers in person is encouraged.

Grain Merchandiser Trainees will be trained and mentored by CGB Grain Team members who are experienced, knowledgeable, and successful employees committed to the success of new hires. Trainees will experience a flexible training program which will often be adjusted based on the needs and desires of the specific person.

As trainees develop, they are presented with many options for their career path. There is not a structured, one way for all, career path. Since CGB is a decentralized company, the trainees who are willing to move between CGB locations can develop into many different roles within the organization, including:

- Senior Grain Originator
- Facility Manager
- Group Manager
- CIF Trader
- Barge Freight Trader
- Regional Manager
- Vice President
- Regional Manager

Essential Tasks Include:
- Purchase grain, establish and maintain customer relationships while learning all aspects of the grain business
- Determine customer requirements and communicate market changes and CGB products and services in a timely manner
- Issue and complete contracts and agreements
- Maximize customer value (determine best fit of products, services and needs)

Requirements:
- 4 year Business or Agriculture degree
- Negotiating, interpersonal, conflict management and problem solving skills

To Apply:
Visit us online at www.cgb.com/careers