



All candidates must complete Cargill's online application prior to interviewing. Below you will find a link that will direct you to complete the application for this position. To be considered for employment with Cargill, you must apply online, and have completed the entire application process, along with an e-signature. Please complete your application as soon as possible.

<https://cargill.taleo.net/careersection/10240/jobdetail.ftl?lang=en&src=UNV-10144&job=UNI02849>

Commodity Merchant Intern 2014

Position Objective:

Our merchant internship program enables the individual to build relationships with internal and external customers in order to successfully buy, move, process, and/or sell grain and its products. It is the blending of skills and knowledge in a fast paced, dynamic working environment. The merchant intern will practice and grow their understanding in economics, communications, customer service, risk assessment, and decision-making.

Principal Accountabilities:

- Develop and maintain customer relationships with country elevators, producers, feed mills, end users and processors
- Analyze supply and demand, survey market conditions, and other economic forces in order to maintain and grow Cargill's position in the market place
- Initiate, negotiate and agree on terms of commodity purchase/sale contracts, such as price, quality, quantity, transportation, timing and payment
- Coordinate transportation and logistics to execute commodity contracts
- Ensure thorough and accurate follow-up, execution, and closure of all contracts
- Timely and effective communication and interaction with other Cargill teams such as sales, transportation and logistics, quality assurance, plant personnel, engineers, and accountants
- Make occasional plant and crop survey trips to visit with suppliers, and internal and external customers
- Complete and present a project that is critical to the work process, customer interaction or market improvement

Communication Methods to Accomplish Key Areas:

- Strong analytical, quantitative, and problem solving skills
- Sound judgment and decision making skills, even when outcome is uncertain
- Comfortable taking and managing risks and challenging the status quo
- Strong oral and written communication skills; strong persuasion and negotiation skills

- Effective interpersonal skills; working in a team environment; coaching and developing others
- Displays the essential leadership qualities of integrity, conviction and courage
- Motivated and driven to succeed
- Adaptable, flexible and able to work in a fast paced, price-volatile, changing environment

Environment:

- Team oriented, fast-paced and hands-on
- Plant or office setting
- Quick integration into the business through clear work expectations and responsibilities
- Team building activities

Job Locations:

- Various U.S. locations

Required Qualifications:

- Pursuing a Bachelor's degree from an accredited program graduating between December 2014 and August 2015
- Overall 3.0 GPA or higher
- Must be open to relocation
- Successfully completed, currently enrolled, or planning to complete before graduating, either a Micro or Macro introductory college-level Economics course
- Right to work in the U.S. that is not based solely on possession of a student visa or a visa sponsored by a third party employer

Desired Qualifications:

- Juniors currently enrolled in an accredited undergraduate program pursuing a Bachelors degree in Business or Ag Econ

Cargill is a unique place to grow your career, your experience and your abilities. Every day, we grow our reputation as a leading international producer of food, agricultural, financial and industrial products and services. We take pride in our global reach, ability to contribute, and strong work ethics and values. Founded in 1865, Cargill is a privately held company and employs 142,000 people in 66 countries. Through innovation, creativity and teamwork, we are transforming entire markets and people's lives worldwide, and we can have the same impact on your career. Discover how we can be Better Together at www.cargill.com/careers.