



AGRICULTURAL
BUSINESS

Commodity Procurement/Merchandiser

A Commodity Procurement/Merchandiser will work with one or more commodities needed by a particular company. This person will be in charge of locating, trading, purchasing, and customer account management as it relates to that particular commodity.



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career profile

*Name: Harold Sparks
Job Title: Commodity
Procurement Manager*

Employer: Tyson Farms, Inc.

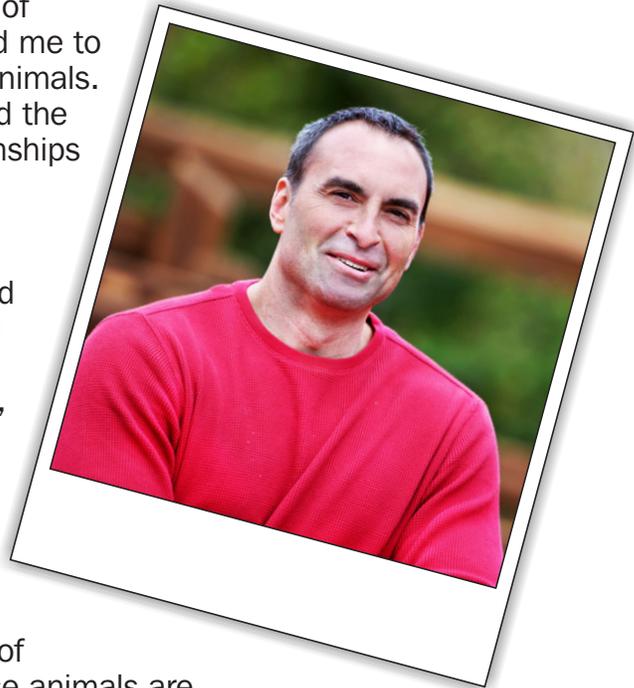
*Education: BS in Animal Science,
Western Kentucky University: Bowling Green*

 Even though I had no background knowledge of agriculture, my high school biology teacher directed me to an animal science major based on my interest in animals. I enjoyed the life science classes and never realized the various agriculture jobs that exist. After a few internships and part-time jobs with veterinarians, I learned I wanted to stay in the field of agriculture.

 After completing college, I immediately started with my current employer in procurement as a field buyer. My responsibilities required me to travel to locate potential suppliers. In a short period of time, I moved into a plant location. There I learned the operations of the plant. I gained confidence and accepted the pricing manager position. In this position, I negotiate with producers, study the markets and supply base, and set the price for

the company's daily purchase of chickens. These animals are shipped to our plant locations for further processing. I monitor contracts and coordinate with our transportation department for delivery times. In addition to my daily responsibilities, I also serve on a project effectiveness group. Within this group, we constantly look for ways the company can improve.

 My career has allowed for domestic travel and the opportunity to work with great people. I enjoy traveling and visiting with producers. I have gained a greater appreciation for the agriculture field, and I encourage more young people to get involved.



Commodity Procurement Manager

overview



A **commodity procurement manager/merchandiser** will focus on the purchase of one or more agriculture commodities for a particular company.

suggested high school courses



[Introduction to the Agricultural Industry](#), Agricultural Sales and Marketing, Agricultural Business Management, Mathematics, and Economics

experience needed



Seek an internship while in school and/or job shadowing to gain practical experience. Participate in agriculture sales career development events. Plan and implement a related Supervised Agricultural Experience (SAE) Program.

degree(s) required



A bachelor's degree with emphasis in agriculture business, supply chain management, accounting, or finance is required.

potential employers



Archer Daniels Midland Company, Tyson Farms, Inc., Cargill, Bayer, BASF, JBS Five Rivers Cattle Feeding, Growmark

salary range



\$75,500 to \$84,413

employment outlook and trends



The future outlook for commodity procurement managers/merchandisers is predicted to be **excellent**.

professional organizations



American Soybean Association www.soygrowers.com/
National Grain and Feed Association www.ngfa.org/
National Chicken Council www.nationalchickencouncil.org



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