



Title Market Advisor

Reports to Managing Member

Direct Report None

About CODAK

CODAK Risk Advisory, LLC is a privately held company focused on assisting farmers in merchandising their production and managing their market risk exposure. We are a growing team of advisors who have been operating for 7+ years and have a retention rate over 92%.

About this position

This position is the face of the company to our clients and the main goal is to drive revenue by prospecting and closing prospective clients, managing the positions and relationships of existing clients, and representing CODAK in a professional manner. This position demands extreme attention to detail and excellent verbal and written communication skills.

Perks

- Financial Compensation
 - Starting salary and first-year incentives negotiable on skills, risk, and earning ability
 - High, open-ended income earning potential once share of revenue exceeds starting salary
 - Error-free bonus and profit-sharing potential after year 1
 - SIMPLE IRA with 3% match
 - Trade commissions with Lakefront branch, CTA fee sharing potential
- 15 days (120 hours) paid time off and work from home flexibility

Our Core Values

- Maintain Integrity – we do the right thing every time
- Empathetic – we know our advice has real impacts
- Transparency – up front and honest but tactful communication
- Build Trust – creating a solid foundation for better execution
- Think Like Owners – for our business and theirs
- Cooperation – rising tides lift all boats
- Gratitude – the brain cannot respond to gratitude and anxiety at the same time

What You'll Do

- Responsible for positioning farmer clients and advising them in the balance of price and production risk and assisting them in marketing their production within the framework of the overall strategy devised by the CODAK Risk Advisory team
- Professionally network within the industry and recruit new clients to the company
- Monitor market movements, market news, and market positions of clients and communicate these and any issues directly to the team lead. Assist in creating probabilistic price models as well as maintaining fundamental and technical datasets and client information securely and confidentially
- Be motivated to establish and implement short and long-term goals that are consistent with the goals of the Company by providing weekly accountability updates and creating measurable and transparent quarterly goals to exceed annual goals
- Properly and accurately document daily transactions
- Be helpful when your team needs you. Management may modify duties at its discretion.

- **Mandatory** - Ability to obtain a Series 3 and Series 30 license and become an associated person of Lakefront Futures and Options, LLC. Excellent written and verbal communication skills with extreme attention to detail, willingness to travel to visit clients, prospect new ones, and participate in events is a must. Generally, travel is less than 25% of the time.
- Commercial grain marketing experience preferred, but attitude and desire are more important
- This position is typically a work-from-home position. Location is flexible as long as it is within the production belt for wheat, soybeans, wheat, or canola to be able to visit clients.