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## Commodity Broker Resume

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### Job Objective

To obtain a position as Commodity Broker with growing firm in which to enhance my skills and help company grow.

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### Summary of Qualifications:

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- Exceptional experience in commodity produce sales and building customer relationships
  - Good understanding of grain industry, PNW markets, and transportation systems
  - Supply Chain Management, basic trading fundamentals and terminology of cash commodities
  - Familiarity with equipment supplier base, USDA standards and regulations
  - Good understanding of commodity market structures and movements
  - Proficient in SAP , Access, Visio, ERP System and MS Office Suite
  - Superior communication and people skills.
  - Strong Organizational and time management skills.
  - Adaptive to changing environment and able to multi-task
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### Work Experience:

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Commodity Broker, August 2005 – Present  
G-Force Trading, LLC, San Pedro, CA

- Conducted phone sales to qualified leads.
- Maintained and supported client relationships in order to further trading activity from existing clients.
- Managed ongoing relationships with leads and clients.
- Prospected for clients, developed new business, managed accounts, and implemented trading programs.
- Executed trades electronically and over the phone.
- Facilitated account opening and transferring.
- Maintained organized client files and database notes.

Commodity Broker, May 2000 – July 2005  
Broker Dealer Financial Services Corp., San Pedro, CA

- Monitored world markets and followed financial news and developments.
  - Conducted trades on behalf of the client.
  - Advised clients on the best way to position themselves within markets.
  - Identified new business opportunities.
  - Visited clients and suppliers in the UK and abroad.
  - Negotiated prices, quality, delivery and specifications.
  - Maintained contact with shipping, transport and insurance companies.
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### Education:

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Bachelor's Degree in Finance, Johnson C. Smith University, Charlotte, NC

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