

Stephanie Davis
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Commodity Merchandiser

Over 20 years cotton merchandising, protein and grain trading experience dedicated to achieving profitability and delivering outstanding customer service. Energetic employee with exceptional analytical, organizational and people skills. Strong personal ethics and integrity. Treat each customer as a potential lifetime purchaser. Convey a professional image of compassion and concern for customers' needs. Work well under pressure and deadlines. Highly organized team-builder with strong leadership experience. Excellent communicator seeking a challenging Merchandising position utilizing current skills and abilities.

Experience

Feed Merchandiser

Agricultural Products Extension, Hamburg, NY

June 2024-May 2025

- Remote trader located in Lubbock, TX
- Traded west TX and Eastern New Mexico cottonseed.
- Managed logistics, AR and all other aspects of the trade.
- Established APEX in the region with both dairy and gin customers.
- Managed Seed position at the transload facility in Dawn, TX

Merchandiser

Oct 2012-Mar 2024

Attebury Grain, LLC, Lubbock, TX

- Traded and managed all aspects of a 14 million bushel per year truck mill wheat position in Texas.
- Managed a cross country corn program in North East Texas focused on the poultry industry.
- Originated grain for cross country and terminal trade.
- Originated and traded both rail and truck cottonseed and DDG.
- Responsible for customer development, inventory management, and logistics.
- Managed grain and cottonseed put through contracts at multiple locations.

Broker Assistant

July 2008-Oct 2012

JW Nutt Company, North Little Rock, AR

- Work directly with producers, elevators and end users to procure and broker grain.
- Analyze inventories, usages and contracted volumes to predict current and future needs.
- Coordinate logistics of contracted volumes to fulfill end user requirements.
- Manage suppliers' progress to fulfill contract obligations.

- Help determine basis pricing for current and future crop conditions for individual facilities.
- Help secure emergency grain to keep mills running when supply chain is interrupted.

Business Office Manager

Nov 2000-June 2007

Texas Star Cooperative, Wilson, TX

- Managed and marketed grower accounts for all cotton ginned in the largest cooperative cotton gins in Texas (600 members).
- Responsible for A/P, A/R, payroll, dividend tracking, equity reporting.
- Assisted growers with annual budgets, cash flow analyses, and financing.
- Skilled in maximizing government subsidies from Farm Service Agency.
- Brokered cotton using The Seam (worldwide online trading system) and directly with buyers.
- Served as liaison between growers and buyers for large transactions.
- Reported directly to General Manager.

Education and Credentials

B.S. Degree - Agricultural Education Major - Animal Science Minor - Oklahoma State Univ., Stillwater, OK 2000

Computer skills include Microsoft Office Suite (Outlook, Word, Excel & PowerPoint), and Grainsmart

2020-21 President of the Panhandle Grain and Feed Association

Licensed Crop Insurance Agent in Texas, Oklahoma, Arkansas and Louisiana