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**EXPIRES: 6/19/15**

## **FARM MANAGER / FARM REAL ESTATE ASSOCIATE (Kankakee)**

Soy Capital Ag Services, a division of Soy Capital Bank and Trust Company, is looking for the right person to join our outstanding team of professionals in Kankakee, Illinois as a full-time Farm Manager/Farm Real Estate Associate.

### **Primary Responsibilities:**

- Conducts farm management practices including execution of lease and contract negotiation/closing; preparing operating plans and financial budgets; and handling required financial transactions and reporting.
- Monitors and manages farm businesses' progress, including onsite farm visits; regular and proactive communication with clients, farm operators and vendors; farm operation input; purchasing; grain marketing; and farm production sales. Ensures high quality of service to all clients.
- Represents buyers and/or sellers in farmland real estate brokerage transactions. Prepares brochures, flyers and other promotional materials in advertising efforts.
- Conducts special projects including farmland evaluations and Broker Price Opinions of farmland. Consults for fee income structured on a per project basis.
- Documents activities and results, and manages financial reporting and communication in a thorough, accurate and timely manner.
- Develops new business through personal sales calls, phone or electronic contact, or written materials.
- Maintains networking contacts and potential prospects to promote agricultural service lines, and for referrals of business to other products and services within the corporate organization.
- Maintains awareness of agronomic, economic, financial and competitive factors in the agricultural industry, including regular continuing professional education.
- Participates in special projects or task force assignments for the organization.
- May conduct applied agronomic research including design, entrant sales, execution and results publication of research trials.
- May assist with seed purchase coordination, including contact with seed companies and coordination of company purchasing program.
- Performs other duties as assigned.

### **Qualifications:**

- Bachelor's degree or equivalent in Agriculture, Business or related field
- One to two years agricultural-related experience, or equivalent combination of education and experience
- Illinois and Indiana Real Estate Broker license preferred, or must be acquired and maintained
- Proficient in MS Word and Excel; working knowledge of Adobe and photo software
- Excellent communication skills (verbal & written)
- Strong organizational skills; self-starter, motivated to help clients, work in a team environment
- Professional demeanor in working with internal/external clients, advisors and/or vendors

The position includes competitive salary plus opportunity for bonus and incentive pay, an outstanding benefits package, terrific work environment, and the opportunity for personal growth and advancement. Qualified candidates should e-mail a cover letter (with the stated position), resume and salary history to apply online at [hr@soybank.com](mailto:hr@soybank.com), OR may obtain an employment application from our company website, complete and forward to the address listed.

Equal Opportunity Employer  
Male/Female/Disabled/Veteran