

Barry Scott Schmidt

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STRATEGIC LEADER

Provide Customized Solutions To Maximize Goals And Bottom Line

Proven track record starting, developing and managing projects for commodities in market research and analysis. Expertise in presenting to groups, forecasting and developing relationships in the agricultural industry. Strategic problem solver motivated by internal standards to succeed and achieve set goals.

**Commodity Price Forecasting | Financial Analysis | Procurement | Risk Management |
Businesses Development | Fundamental Market Analysis | Financial Planning |
Product Management | Technical Analysis | Overall Market Outlooks**

PROFESSIONAL EXPERIENCE:

DRILLINGINFO (GlobalView Software), Chicago, IL

2016 – 2017

North America Director of Agriculture

Led North America division for food and agriculture by providing market data management software and technical solutions to manage risk, create efficiency, reduce costs and provide better pricing communication tools to benefit businesses across entire organization.

- Led product development and management for the agriculture product line, managed and finished initial development of ag material in the MarketView product in the first 6 months of employment after a 2-year delay.
- Created a focused marketing and sales strategy through print media, emails, phone calls and onsite visits that increased ag division sales by 15%.
- Established ag specific risk management tools in the MarketView product to greatly enhance product offering, increasing sales by 10%.
- Accomplished a Net Promoter Score (NPS) of 70 out of 100 for the Ag division, while company was below 15, focusing on customer service and managing customer expectations.

SCHNEIDER ELECTRIC / DTN, Palatine, IL

2014 - 2015

Commercial Grains Account Manager

Managed territory providing risk management solutions to commercial grain and agronomy retail companies to create efficiency, manage risk and provide social media products to differentiate clients business.

- Met 6 month sales goals in first 3 months by strategically focusing on top 20% of existing clients and working with previous industry contacts in the trade territory .
- Revitalized territory from employee turnover by reducing cancellation of services 50% by direct contact and customer service.

MCALISTER'S DELI, Palatine, IL

2012–2013

Potential Franchise Owner

Developed business strategy to operate a food franchise in new market and had first rights to operate a multimillion dollar 10 unit casual dining restaurant franchise in the Chicago area.

- Secured \$2M toward financing for operations and construction of first unit.
- Analyzed and created key marketing strategies to compete with competitors in trade territory. One strategy was to develop a unique tea bar to expand on the brands famous ice tea drink.

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O'BRYAN COMMODITIES INC., Chicago, IL

2007 - 2012

Senior Risk Manager

Managed very high-profile client base, developing marketing strategies to agribusinesses for hedging commodities in cash, future and option markets.

- Saved one customer in 2012 over \$15M in input costs by hedging long term inputs and contracting short to midterm input needs at favorable rates.
- Managed hedging positions for clients in excess of over \$200M in customer segregated funds on a daily basis.
- Increased business commissions over 25% each year by focusing on customer service and providing quality research and analysis of commodity markets.
- Supervised a team of 5 employees. Created efficiency on duplication of work between staff and back office operations saving 40 man hours per week for 2 departments.

IOWA GRAIN COMPANY, Chicago, IL

2004 - 2007

Director of Livestock & Dairy Research

Directed protein and dairy research for an agricultural Futures Clearing Merchant with over \$500 million dollars of customer segregated funds.

- Revitalized dying research department through attention to detail and knowledgeable research. Requested by media outlets to provide quotes and information on a daily basis and was sought after by large funds and agribusiness for market information.
- Innovated pricing matrix to compare all dairy products to cheese prices.
- Supervised a team of 2 employees that relayed daily market information to clients on protein, dairy and grain markets and the inner pricing mechanisms.

CARGILL INC., Bloomington, IL

2002 - 2004

Personal Marketing Manager

Managed and built customer base, while developing marketing strategies to producers for hedging commodities in cash, future and option markets.

- Created customer base of 29 farming operations with over 43K acres and over \$20M of gross revenue. Bought and sold cash grain, basis setting and negotiated contracts for clients. Assisted in developing business and marketing plans.

ADDITIONAL EXPERIENCE

IOWA GRAIN COMPANY, Chicago, IL

Commodity Research Analyst

BUNGE CORPORATION, Savage, MN

Grain Merchandiser

SCHMIDT & SONS L.L.C., Holstein, IA

Co-Manager of Farming

HOLSTEIN MANUFACTURING INC., Holstein, IA

Procurement, Sales and Operations

EDUCATION

Bachelor of Science (BS), Agricultural Business and Animal Science, Iowa State University, Ames, IA