

# Brian Heggie

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## EXECUTIVE SUMMARY

Commercially driven grain professional with 12+ years in international trade execution, risk management, and grain merchandising across North America and Latin America. Proven ability to manage bulk vessel and container exports, documentation (USDA/APHIS, FGIS, BLs), and contract compliance (NAEGA, NGFA, Incoterms). Strong record of P&L management, demurrage/dispatch settlement, and order-to-cash execution. Adept at cross-functional coordination with elevators, surveyors, banks, and counterparties, ensuring operational precision and margin capture.

## PROFESSIONAL EXPERIENCE

### HANSEN MUELLER – Omaha, NE

Export Merchandiser | Jun 2024 – Present

- Executing 350,000+ MT annually of grain and feed ingredient exports to Mexico, Central America, and the Caribbean via bulk vessel, container, and rail.
- Structuring and executing CIF and FOB contracts for wheat, sorghum, oats, corn, and soybean meal; ensuring compliance with Incoterms, USDA/APHIS, and banking requirements.
- Coordinating laycans, nominations, stowage plans, and laytime calculations; managing demurrage and despatch exposure.
- Analyzing freight and commodity spreads to capture arbitrage opportunities and improve trade margins.
- Overseeing the order-to-cash cycle, including documentary credits, settlements and receivables/payables.
- Partnering with operations and finance to reduce execution risk, streamline documentation and improve efficiency.

### LOUIS DREYFUS COMPANY – Cahokia, IL

Merchandiser | Nov 2021 – May 2024

- Managed CIF NOLA corn and soybean flows by pricing barge freight and Illinois River DVE inputs.
- Originated grain from Illinois and Missouri producers/elevators.
- Executed daily grain position, balancing hedging, freight exposure, and contract execution.
- Drafted producer market wires and shared real-time insights across internal trading desks.
- Supplied feed ingredients and co-products to fermentation clients and feed manufacturers.
- Participated in regional balance sheet development and delivered market reports with position managers.

## **THE SCOULAR COMPANY – Calgary, AB**

Merchandiser | May 2017 – Oct 2021

- Managed full P&L for feed barley and wheat export program, achieving 12% YoY margin growth through procurement strategy and FX hedging.
- Coordinated cross-border compliance, customs clearance, and execution for U.S./Canadian fermentation clients.
- Conducted fundamental and technical market analysis to guide daily bids and offers.
- Originated soft white wheat, red spring wheat, oats, rye, and corn; developed trade lanes to distillers, feed markets, and export buyers.
- Negotiated freight rates, managed scheduling, A/R, and contract settlements.

## **THE SCOULAR COMPANY – Ogden, UT**

Merchandiser | Jun 2015 – Apr 2017

- Directed soft white wheat container exports to Asia, overseeing drayage, fumigation, and inspection logistics.
- Purchased grain and managed hedging/futures delta for SWW, HRS, barley, and corn.
- Opened new export outlets for Western Colorado grain, enhancing margins and trade lane flexibility.

## **THE SCOULAR COMPANY – Overland Park, KS**

Business Management Trainee | Dec 2014 – May 2015

- Managed inbound grain and outbound DDG logistics for ethanol plant.
- Collaborated with logistics and trading teams to ensure alignment of physical flows with risk exposure.
- Developed bid communication software to improve customer pricing transparency.

## **THE SCOULAR COMPANY – Goodland, KS**

Business Management Trainee | Oct 2013 – Nov 2014

- Originated wheat, corn, soybeans, sunflowers, and millet; managed FOB farm program.
- Coordinated rail logistics, COTs, and settlements to support grain movement.
- Provided customer service through production ledgers, offer books, and account support.

## **THE SCOULAR COMPANY – Pratt, KS**

Business Management Trainee | Jun 2013 – Sep 2013

- Learned fundamental merchandising skills through daily grain handling and logistics.
- Supported facility operations: grading, truck unloading, train loading, storage management.
- Assisted with procurement and logistics for HRW wheat and corn flows into ethanol and feed channels.

## **CARGILL CORN MILLING – Blair, NE**

Commodities Merchant Intern | Summer 2011

- Procured corn for wet mill; designed producer outreach that increased origination participation.
- Assisted clients with risk management and contract alternatives.

## **CARGILL GRAIN & OILSEEDS – Houston, TX**

Production Supervisor Intern | Summer 2010

- Managed \$250K capital project for terminal upgrades, including vendor bids and execution.
- Designed team engagement program later adopted across BU operations.

## **EDUCATION**

McKendree University – Lebanon, IL  
MBA, Corporate Finance

Utah State University – Logan, UT  
B.S., Finance | B.S., Agribusiness

## **CORE COMPETENCIES**

- Export Trade Execution: vessel, container, barge, rail logistics
- Documentation & Compliance: LCs, USDA/APHIS, FGIS, BOLs, Certificates of Origin
- Contracts & Risk: NAEGA, NGFA, Incoterms, P&L oversight
- Financial & Risk Management: hedging (futures, options, FX), spreads, arbitrage
- Stakeholder Engagement: vessel agents, surveyors, banks, freight forwarders, producers, co-ops, international buyers
- Process Improvement: software tools, market communication systems
- Languages: fluent in Spanish