

Bern Moorehead

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Experience

CARGILL

Hopkins, MN | 2013 to present

Senior Director, Cargill Risk Management (March 2016 to present)

A leading provider of over-the-counter (OTC) hedging products for commodities producers and consumers

- Conceive and lead development of the first OTC hedging application for farmers, increasing addressable market from 25% to 50% of US producers
- Recruit 34 pilot customers for OTC hedging application, launch in Apple Store
- Create Cargill's first sales channel partnerships with three early-stage ag technology companies from scouting to contract negotiation to implementation
- Design, prototype and implement the OTC hedging industry's first strategic pricing application using R and Oracle SQL, increasing business operating margin by 1.5% in the first 18 months

Associate, Cargill Corporate Strategy and Development (August 2014 to February 2016)

- Designed and prototyped a sales forecasting tool for the US grain origination business, now implemented nationally and credited with a 3% increase in grain origination
- Traded OTCs with a channel of 4,500 farmers on a producer-facing trading desk
- Founded the Data Gang, an employee data science community, growing from a lunch table to >250 members; recent guests include Cargill CFO Marcel Smits and Minneapolis Fed president Neel Kashkari

Intern, Cargill Corporate Strategy and Development (Summer 2013)

- Developed strategic options for divestiture of a \$25mm manufacturing asset
- Prepared financial forecasts based on environment impact estimates and transport and logistics models

OLAM INTERNATIONAL, Operations Manager

Morrumbala, Mozambique | 2009 to 2012

Agri-commodities multinational with operations in sixty-five countries

- Led a rural cotton production, processing and export operation with 150 employees
- Recruited, trained and supervised a team of 25 agronomists serving 7,000 rural cotton growers
- Expanded production from 5,000 to 6,000 hectares in two years
- Managed relationships with unions, government, and police at district and provincial levels

PEACE CORPS, Community Health Volunteer

Chimoio, Mozambique | 2005 to 2008

- Piloted accounting and production training for two farmer coops (60 members total)
- Launched and led Mozambique's first program promoting positive male behavior, reaching 90 young men in 20 rural schools, today a joint program of Peace Corps and the Ministry of Education
- Created proposal for country's first dairy smallholder program, later funded by USAID and scaled to 300 farmers

Education

UNIVERSITY OF NORTH CAROLINA, Kenan-Flagler Business School

Chapel Hill, NC | 2012 to 2014

Master of Business Administration (MBA), Full-Time Program

- Concentration in Finance, GMAT 730
- Led a consulting project for a crop inputs multinational to improve operational performance at a plant in Uberlandia, Brazil, identifying opportunities to increase yield by 1.5-3.5%, coordinating a team across four MBA programs and plants in the US and Brazil, in English and Portuguese, over a four-month engagement
- Founded the Emerging Markets Club and coordinated an Emerging Markets Conference with >150 attendees

UNIVERSITY OF NORTH CAROLINA, Chapel Hill

Chapel Hill, NC | 2000 to 2005

Bachelor of Science, Psychology, major GPA 3.62

- Johnston Scholarship, full tuition
- Awarded Smallwood and McGee Foundation grants for research on Schizophrenia and emotional intelligence; designed and conducted research at John Umstead State Psychiatric Hospital over two years while enrolled

Additional

- Fluent in English and Portuguese, highly proficient in business Spanish; avid rock climber