

Bern Moorehead

5135 Willis Ave., Apt 338, Dallas, TX 75206
(612) 443-8030 | bern_moorehead@cargill.com
[linkedin.com/in/bernmoorehead](https://www.linkedin.com/in/bernmoorehead)

Experience

CARGILL

Hopkins, MN | 2013 to present

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

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

- **Delivery Lead, RiskTrade:** Lead product teams and manage stakeholders to develop and launch a next-generation risk management platform for customers across the Americas and Europe, a \$20mm investment
- Guide business leaders in agriculture and energy in digital transformation: Promote agile, lean product development, and cloud-based technology; facilitate training and host sessions with industry experts
- **Product Manager:** Led product team for cloud-based risk management application for customers in the oil and gas sector including regional banks and private equity firms; 250 customers representing \$10mm/year revenue
- **Business Development:** Developed the first structured OTC trading app for farmers: analyzed market, negotiated seed funding from CIO, iterated from proof-of-concept to public beta in ten months and increased addressable market by 50%
- Partnered with major Farm Credit bank to pilot a risk management offering, a \$10mm/year revenue opportunity
- Led strategy and business design for blockchain-based credit product for Brazilian customers, obtaining funding and negotiating partnership with major seed company to reach a market of 2,500 mid-sized farmers
- Led digital strategy for global agricultural and energy markets; earned leadership support for \$20mm/year opportunity
- Designed and developed OTC industry-first strategic pricing application using R and Oracle SQL, increasing business operating margin by 1.5% in the first 18 months; recruited team to scale up the business capability

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

- Traded structured hedging products across six commodities with resellers serving 4,000 US farmers
- Designed and prototyped recommendation engine for US grain business, credited with 3% increase in revenue
- Founded the Data Gang, a data science and product development community, growing from a lunch table to >250 members across the Americas; guests included CFO Marcel Smits and Minneapolis Fed president Neel Kashkari

Intern, Cargill Corporate Strategy and Development (Summer 2013)

- Developed strategic options and advised executive team on divestiture of a \$25mm manufacturing asset
- Built 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
- Designed and implemented data analysis tools and trained Mozambican analyst team to increase scalability
- Piloted mobile application for rural agronomy teams, organized testing and engaged with product team
- Recruited, trained and supervised a team of 25 agronomists, expanding production from 5,000 to 7,000 growers

PEACE CORPS, Community Health Volunteer

Chimoio, Mozambique | 2005 to 2008

- Piloted accounting and production training for two farmer coops (60 members total)
- Implemented knowledge management system for agricultural organization serving 6 rural communities

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 an operations consulting project for a crop inputs multinational, focusing on a plant in Minas Gerais, Brazil

UNIVERSITY OF NORTH CAROLINA, Chapel Hill

Chapel Hill, NC | 2000 to 2005

Bachelor of Science, Psychology, major GPA 3.62, full scholarship

- Designed and conducted research on Schizophrenia and emotional intelligence at state psychiatric hospital
- Awarded Smallwood and McGee Foundation funding for research, expanding study population

Community

- Two-year mentor for Latino high school student through CLUES (Latin Community United in Service)
- Fluent in English and Portuguese, highly proficient in business Spanish; avid rock climber; amateur bikepacker