



Agri Commodity Trader with strong analytical and communication skills who is a self-starter and has a keen interest in global trade.

We are growing across the globe and are looking to add more skilled and driven colleagues to our team. This is a unique opportunity to join our exciting journey of connecting businesses across the globe, enabling new access and opportunities for markets and products. We are driven by a strong belief in simple, digital, and transparent trading of commodities that enables competitive and efficient solutions.

We are looking for someone with 3-6 years of relevant experience within the agricultural commodity industry – experience with containerized business is preferable. If you have the ambition, motivation, and capabilities to make a difference you will have the chance to help transform a global industry through technology and data-driven solutions. You will become a member of the global sales and marketing team and be responsible for developing new business focused on shipping agricultural commodities across the globe.

Based in Singapore, reporting to the Sales Director in Denmark, we expect that you are proactive, structured and thrive in a fast-paced and empowering environment. You maintain a composed overview, when things get hectic, and you seek to continuously improve by keeping a learning mindset and challenging the status quo.

The role and responsibilities:

- Manage all functions related to global sales and marketing of our core commercial activities including lead generation, marketing, sales, trading, and contract execution.
- Develop and manage commercial, sales and marketing activities across Asia.
- Trading of several agricultural commodities with specific ownership over selected categories contributing to hitting our company-wide trading targets.
- Leverage existing network and market knowledge to support business growth and develop new clients to secure sufficient interest and firm demand to hit trading targets.
- Participate in the margin optimization and trading direction setting to optimize profitability, risk, and destination country- and counterparty exposure.
- Deliver daily market feedback to origin markets/traders and provide visibility and transparency on market developments, demand positions and competitiveness.
- Identify insights and perform and prepare analyses, presentations, and material for the leadership group in Frey that enable data-driven decision making.

Your skills and qualifications:

- Experience in a similar role focused on international sales and commercial development in a client/customer facing role is preferential.
- Experience with trading of agricultural commodities and/or container shipping is preferential.
- You have an entrepreneurial mindset and a passion for building businesses and long-lasting relationships.
- You thrive with independence and are ready to actively take responsibility and ownership.
- You have a structured approach and see opportunities when faced with challenges.
- More than anything else, you want to win, so you take ownership of issues/opportunities and always apply a 'go-getter' attitude.

What's next?

Job start will be as soon as possible, and we will be screening candidates on an ongoing basis. If you have any questions about the position, please contact Alexander Bjerre Simonsen, Director of Sales, at abs@freycommodities.com or +45 2178 7472 for more information.

Please send your application, including cover letter, CV, grade transcript and/or other relevant material, to: job@freycommodities.com, marked "Trader".

