



Experienced and entrepreneurial Head of Sales to drive customer engagement and help scale Frey to the next level

Head of Sales Aarhus or Singapore

Frey is looking for a Head of Sales to join the leadership team of the Company. This is a new role in the Company that offers a unique opportunity to become part of an exciting growth journey and integral to achieving the Company's vision of becoming a global leader in the market for containerized commodities.

In this role you will be leading and executing the Company's sales strategy with focus on developing the customer portfolio and customer engagement model. To be successful you will need to be able to combine industry experience/understanding with entrepreneurial thinking, and embrace the Frey culture of being data-driven and challenging conventional thinking.

Role and Responsibilities:

- Deliver on sales/trading targets and participate in developing and implementing sales and growth plans.
- Maintain and grow the customer base through targeted segmentation strategy.
- Strategic development and relationship building with key customers with the aim of developing long term contracts/business.
- Develop sales channel strategy with focus on developing the direct/strategic customers channel and implementing automation and digital products.
- Deliver daily market feedback to origin markets/traders and provide visibility and transparency on market developments, demand positions and competitiveness.
- Drive value co-creation initiatives with key customers, including customer engagement models and surveys to help steer the strategic direction of the Company.
- Lead business adoption in the sales team of tools and systems hereunder being responsible for maintaining the CRM database and further develop the sales funnel activities.

Expected Skills and Experience:

- Experience from a role as Regional Trader, General Manager or Head of Marketing or similar.
- Experience and knowledge about the market for containerized commodities in Asia.
- 5-10 years of experience in the commodity segment.

- Leadership capabilities to manage a team of experts and to co-create results with both internal and external partners.
- Have an interest for and curiosity about data and digital customer journeys.
- Possess an entrepreneurial mindset and passion for building businesses and long-lasting relationships.

About Frey:

Frey makes the market for containerized agricultural commodities more efficient and creates opportunities by connecting a data-driven trading mindset to a world-class infrastructure and logistics expertise.

Frey is a venture owned by Maersk Growth.