



Business Development Manager with a structured and strategic mindset

Do you have the drive and business acumen to lead strategic projects – and the problem-solving skills to develop insights, solutions and new initiatives in Frey? In this role, you will have a unique opportunity to become part of an exciting growth journey and help shape the development of a company that is challenging the way commodities are transported around the world. We set out with a clear vision of improving how commodities are traded and transported and how we can add value to our customers in the supply chain.

With reference directly to the CEO you will be tasked with developing and executing specific business opportunities and cases, as well as taking ownership of the program management efforts in the organization. The expectation is that you are a self-starter, structured, and thrive in a fast-paced environment. You seek to improve continuously, through a data and learning-driven mindset, and you are always challenging the status quo.

Your responsibilities

- Lead, develop and implement a program management structure in the organization, with the objective of prioritizing efforts and maximizing results from strategic projects
- Develop own business cases that will help achieve Frey's vision of becoming the global leader within containerized commodity trading and logistics
- Implement initiatives and business opportunities that go across functions or are outside of current core business, including opening up new markets, products or offering new services
- Act as a sparring partner for the CEO and leadership team on all strategic matters
- Support the organization on development and implementation of strategic initiatives and on function specific priorities and projects
- Own and lead core strategic process, including the annual strategy review, customer surveys and sales plan reviews.
- Perform analysis on regular basis, including on market share development, financial benchmarking, competitors and industry development, as well as on an ad hoc basis in relation to specific business cases and opportunities
- Prepare case and presentation material

Your qualifications

- You have relevant experience having previously worked in a similar role, as a business developer, project manager or consultant or with case competitions as part of your education
- You have excellent project management and problem-solving skills
- You have strong analytical skills, an explorative mindset and sound financial understanding that enable you to deliver quality analysis and business cases
- You have an interest for international trade, business development, shipping and commodities and see opportunities in applying tech and data to solve industry problems
- You are comfortable and probably above your peers when it comes to working in excel and power point
- You always strive for excellence, and may even be a bit of a perfectionist
- More than anything else, you want to win, so you take ownership of issues/opportunities and always apply a 'go-getter' attitude

Job start will be as soon as possible. We will be screening candidates on an ongoing basis. If you have any questions regarding the position, please contact People & Culture Partner – Mille Marlo (+45 3134 5721) for more information. Please send your application, including cover letter and CV, to job@freycommodities.com, marked "Business Development Manager".

We look forward to hearing from you.

With a clear goal to optimize the flows of essentials such as grains and oilseeds, we aim to connect world-class infrastructure with a data driven trading mindset and expertise to develop reliable commodity flows at a competitive price.
www.freycommodities.com

