



## Junior Trader with strong analytical and communication skills and aspirations in global trade and commercial development

Here is your chance to join a rapidly growing commodity trading start-up in Aarhus and be an integral part of driving the continued growth of our trading portfolio. In this position, we offer a high degree of responsibility with an opportunity to take a central role within our core commercial activities.

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 core member of the global sales and marketing team and be responsible for developing new business focused on shipping agricultural commodities across the globe.

We strive to create an empowering and supporting environment where you can succeed and grow with the rest of our high-performing teams. We will support you in expanding your skill set, develop your abilities and knowledge and achieve your ambitions. In Frey, we seek to improve continuously, through a data and learning-driven mindset, and we are always 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 new and existing customer relationships.
- Drive selected commercial and strategic projects from kick-off to delivery.
- 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.
- Leveraging existing network and market knowledge to support business growth.
- Participate in furthering and developing existing and new data-driven processes and systems. Hereunder, being responsible for maintaining our CRM database and further development of the sales funnel activities.
- Identify areas for improvement, pitch and implement solutions.

### Your skills and qualifications:

- Relevant 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 possess 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.

### 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](mailto: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](mailto:job@freycommodities.com), marked "Junior Trader".

