



Commodity trader with strong business development skills and a willingness to go the extra mile

Do you have the motivation and capabilities to help fuel the continuing growth of our trading portfolio? In this role, you will have a unique opportunity to become part of an exciting growth journey and help shape the development of the core business activity of Frey - *Trading*. We set out with a clear vision of improving the efficiency in which agricultural commodities move around the world and growing our trading footprint is key to achieving our ambitions.

You will become an integral part of the global trading team, responsible for developing new business focused on shipping agricultural commodities from Black Sea, Europe and Africa. Working out of our Denmark office, we expect that you are proactive, structured, and thrive in a fast-paced environment.

Your responsibilities

- Manage all functions directly related to procurement and trading of containerized physical commodities.
- Develop new and existing supplier relationships to build out Frey's origination footprint in Black Sea, Europe and Africa.
- Negotiate the purchasing and/or sales of focus-area commodities.
- Analyse markets and identify market trends to maximize profitability.
- Leveraging existing network and market knowledge to support business growth.
- Coordinate with Frey's freight and logistics teams to ensure consistently smooth contract execution.

Your qualifications

- From the commodity trading industry, with minimum 3 years of trading experience managing a book of business
- Experience trading commodities in containers.
- An established trading network including multiple strategic suppliers in your trading focus-area.
- A strong understanding of commodity and shipping contracts.
- Experience selling/dealing with international customers.
- Bachelor's degree in a related field or formal training in agricultural commodity trading.

We offer

- A unique chance to take a leading role in a young, growing, Maersk-backed venture.
- Opportunity to drive the continuing development of organizational trading activities.
- An exciting growth journey both professionally and personally.
- Professional and personal development within a global organization with excellent career prospects.
- Skilled colleagues who will contribute to creating a steep learning curve.
- A positive, high energy working environment.
- Compensation according to qualifications.

Personal skills

- Natural communicator and relationship builder.
- Solid interpersonal skills and ability to work with colleagues, suppliers and customers effectively across cultures.
- Ability to structure opportunities and problem solve for results
- Approach your job with a high sense of urgency and accountability.
- Take responsibility and have a 'go-getter' attitude.
- See opportunities where others see problems.

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 Mille A. Marlo, People & Culture Partner (mma@freycommodities.com) for more information.

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

