



Business Development Lead with a commercial mindset, and a desire to make an impact.

Business Development Lead Aarhus, Denmark

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.

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 performance and 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

- Develop 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.
- Lead, develop and implement a program and performance management structure in the organization, with the objective of prioritizing efforts and maximizing results from strategic projects.
- Business outcome and KPI definition to enable alignment between strategic priorities and track progress regarding value realization.
- 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.
- 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.



Your qualifications

- You have relevant experience having previously worked in a similar role, as a business developer, project manager or consultant.
- You have excellent project management, problem-solving, and communication skills required to proactively remove blockers, mitigate risks, and engage internal and external stakeholders.
- You have the ability to translate business development opportunities to project milestones and actionable recommendations.
- 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 in international trade, business development, shipping and commodities and see opportunities in applying tech and data to solve industry problems.
- It is a plus, but not a requirement to have experience from a trading or commodity business which shapes your understanding of market dynamics and opportunities.
- 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.

About Frey:

We open the doors to global commodity trading. Frey democratizes the market for containerized agricultural commodities by connecting a data-driven trading model with expertise in physical commodity logistics. We create value for our customers – by marketing products globally and providing reliable and cost-competitive solutions – as a trusted and reliable partner.

We are a global team of individuals with diverse backgrounds, expertise and thoughts – ranging from student analysts to subject matter experts with decades of experience. We are headquartered in Denmark, with origin offices in US, Canada, Australia and a sales and marketing office in Singapore. Today, our team consists of 35 Freyees of 11 different nationalities, all sharing the same passion for commodity trading and logistics. We are driven by creating meaningful change for our customers, partners, and the markets we operate in.

The location for this role is Aarhus or Singapore.