

Cotton Trader

Are you an adept Cotton Trader with a strategic mindset and a passion for driving business growth in the dynamic world of soft commodities? Can you execute a go-to-market strategy, incorporate a risk and governance framework, and evolve a scalable portfolio within the cotton industry? Then make a smarter move and unleash your potential as a Cotton Trader in Frey.

Role & Responsibilities:

We are seeking an experienced Cotton Trader to lead the development of our Cotton desk and contribute to the growth of our newest business vertical, 'Coffee and Cotton'.

Besides being responsible for driving and developing go-to-market strategies and managing the logistics and execution of cotton trades, you will be incorporating a risk and governance framework to ensure that trading risks, mandates, and responsibilities are clearly described and anchored correctly in Frey. We expect that you possess an in-depth understanding of cotton trading, enabling you to develop a scalable portfolio and facilitate successful onboarding of suppliers and customers, to enable growth of trading activities.

You will be part of an entrepreneurial work environment, report directly to our CEO, and amongst others, be closely collaborating with our Coffee Trader, Head of Commercial Development, and Head of Finance and Risk.

Your main responsibilities will include:

- Lead the development of Frey's Cotton desk, with an initial focus on contributing to the growth of the business vertical, 'Coffee & Cotton'.
- Develop and implement the go-to-market strategy for trading cotton in alignment with Frey's principles and strengths.
- Manage logistics/execution and hedging/risk for cotton trades while monitoring Frey's long/short position.
- Develop and incorporate a risk and governance framework to ensure trading risks, mandates, and responsibilities are clearly described and anchored correctly in Frey.
- Evolve a scalable portfolio and onboard suppliers and customers to enable the growth of trading activities.
- Create a long-term strategy for growth aspirations within the cotton segment, both commercially and operationally, in accordance with market trends and expectations.
- Develop strategic initiatives to position Frey as a reputable cotton trader, including re-thinking how Frey's strengths and the Maersk partnership can be leveraged.



Expected skills & Experience:

As our new Cotton Trader, you will be part of an international culture and daily communication with colleagues, suppliers, and customers around the world. Whereof, we expect you to be comfortable communicating both in written and verbal English. Furthermore, we expect that you:

- Have relevant experience in cotton trading or within soft commodity trading.
- Possess an entrepreneurial and result-oriented mindset.
- Have an interest in international trading, business development, shipping, and agricultural commodities.
- Possess strong analytical skills, and a reasonable financial understanding that enables you to deliver quality analysis and business cases.
- Can identify trading opportunities based on analysis and risk assessment.

About Frey:

We optimize containerized agricultural commodity flows by unifying diverse global expertise and backgrounds with an ambition for growth and a strong belief in simple, digital, and transparent trading of commodities providing affordable possibilities for any kind of business. We are entrepreneurs with advanced expertise in trading, logistics, and data that utilize technology and great minds to connect local businesses with suppliers across the globe, enabling new access and opportunity to markets, materials, and products. In short, we make commodity trading easy, efficient, and affordable. By living our values of being Trustworthy, Rethinking, Ambitious, Data-driven, and Entrepreneurial, we rethink commodity trading and logistics and build a culture of empowering our employees to challenge the status quo and make a smarter move.

Next step:

Send your application, including a cover letter, CV, and other relevant material to job@freycommodities.com marked "Cotton Trader". We will review applications and conduct interviews on an ongoing basis.

For additional information and questions regarding the position, please contact CEO, Jeff L. Laursen at jll@freycommodities.com.

We look forward to hearing from you!