

Head of Soft Commodities

Are you characterized as a strategic team leader with an innovative drive for business development and market expansion? Can you develop and implement a go-to-market strategy and a 3-year roadmap for international soft commodity trading while working in an ever-moving tech-driven environment? Then make a smarter move and unleash your potential as Head of Soft Commodities in Frey.

Role & Responsibilities:

We are looking for a Head of Soft Commodities to lead and develop our newest business vertical soft commodities, initially focusing on the international coffee and cotton market. Besides being responsible for managing the team of coffee and cotton traders, you will be responsible for the strategic development of the entire vertical, including incorporating a risk and governance framework to ensure that trading risks, mandates, and responsibilities are clearly described and anchored correctly in the organization. We expect you to have an in-depth understanding of commodity trading to be able to develop a scalable portfolio.

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

Your main responsibilities will include:

- Lead the development of Frey's soft commodity vertical, with an initial focus on coffee and cotton.
- Develop and implement the go-to-market strategy and a 3-year roadmap for the soft commodity vertical based on current Frey principles and strengths around a low-risk and tech-driven trading and operating model.
- Manage the team of coffee and cotton traders, including holding the overall P/L responsibility for the vertical.
- Develop and incorporate a risk and governance framework to ensure trading risks, mandates, and responsibilities are clearly described and anchored correctly in the organization.
- Develop and onboard suppliers and customers to enable growth of trading activities and ensure alignment with Frey's risk and governance frameworks.
- In collaboration with the remaining Frey verticals and departments, ensure that synergies are extracted across back and middle office functions, and support a One-Frey culture.
- Develop strategic initiatives that position Frey as a reputable trader within soft commodities.



Expected skills & Experience:

As our new Head of Soft Commodities, you will be part of an international culture and lead an international team located 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 from working in a similar role or within soft or containerized commodities.
- Possess an entrepreneurial mindset and leadership capabilities to manage a team of experts and to co-create results with both internal and external partners.
- Have an interest in international trading, commercial management, business development, shipping, and agricultural commodities.
- See challenges as new opportunities to apply tech and data to solve industry problems.
- Possess strong analytical skills, an explorative mindset, and a reasonable financial understanding that enables you to deliver quality analysis and business cases.

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 "Head of Soft Commodities". 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!