



NUMIDIA

YOUR EXPERT PARTNER IN DAIRY

For the Trade Department at our HQ in Herten (Roermond) in the Netherlands, we are looking for a

Commercial Manager (Commodity Trader) (M/F)

Fulltime

If you are interested in a challenging, international, highly commercial position in which you can gain a lot of experience in the field of global trading, then we are looking for you!

The position

At our Trading department, our Commercial Managers buy and sell dairy products worldwide, in more than 100 countries. As a Commercial Manager you strive for long-term relationships. We firmly believe this can be accomplished with a personal and proactive approach, high quality products and services and by keeping our promises. After a solid training, you will start working next to an experienced member of our Commercial Managers team.

Tasks and responsibilities

- Build a network of customer and suppliers in the assigned markets;
- Sell and Purchase dairy products in the assigned markets;
- Develop and maintain new and existing external relationships, e.g. by cold calling, on-site visits and attending international fairs;
- Draw up sales and purchase contracts and have good knowledge of delivery and payment conditions;
- Optimize sales and purchase conditions in the assigned market accompanying financial obligations in accordance with the management policy;
- Understand customer and supplier requirements, ensure registration and share information;
- Take care of a professional, efficient execution of contracts and ensure good collaboration internally;
- Follow developments in the assigned markets and products;
- Apply risk management on sales and purchase (reliability, claims, currency, credit limit, payment terms);
- Execute decisions of the position policy;
- Provide input for escalated non-conformities.

We offer

- A challenging job;
- Working within an international environment;
- Working within a young, fast growing and multi-cultural organization;
- Working within a company that is certified as "Best Workplace";
- Various training and development opportunities;
- A competitive salary and excellent secondary employment conditions.

We are looking for Commercial Manager who

- Has a BSC or MSC degree;
- Has 0-3 Years' experience in an international (dairy) commodity trade environment;
- Has commercial skills / trade spirit and socially skilled;
- Possesses the following competences: Teamwork, Effective Communication, Management and Responsibility, Leadership, Focused and Initiative, Customer focus, Relationship building, Analytical, Financial Awareness;
- Has good knowledge of automated systems (Microsoft Office);
- Is fluent in English. Knowledge of an additional language is preferred.

About Numidia

Numidia is a young and dynamic company, specialized in the international trade of quality dairy products (butter, cheese, milk powders, liquids, etc.), dairy related ingredients and dairy derivatives. Our clients and suppliers are located worldwide. Numidia has, next to the HQ in The Netherlands, offices in Montevideo, Dallas and Singapore. We built a strong track record in dairy industry and with our market- and product expertise, a personal and pro-active approach and we strive for operational excellence with people who make the difference in all areas. Our core values are: transparency, reliability, flexibility, authenticity and long term relationships.

Are you interested?

Do you want to make the difference? Good! Please send your resume and motivation letter to HR@numidia.nl and we will reply shortly. If you have any questions about this open position, you can also send it to HR@numidia.nl.