



# NUMIDIA

YOUR EXPERT PARTNER IN DAIRY

For the Trade Department at our office in Dallas (Texas) in the USA, we are looking for a

## Commodity Sales 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 Commodity Sales Traders buy and sell dairy products worldwide, in more than 100 countries. As a Trader you strive for long-term relationships. We firmly believe this can be accomplished with a personal and proactive approach and high quality products and services. After a solid training, you will start working next to an experienced member of our Commercial team.

### Tasks and responsibilities

- Purchase and sell dairy products in the assigned market;
- Responsibility for realizing volume and margin of the assigned market;
- Optimize purchase and sales conditions in the assigned market accompanying financial obligations in accordance with the management policy;
- Maintain and develop existing and new external relationships, e.g. by visiting customers (and suppliers) and international fairs;
- Understands customer and supplier requirements, ensures registration and shares information;
- Takes care of a professional, efficient execution of purchase and sales contracts and ensures good collaboration internally;
- Identify and follow the assigned market and product developments and communicates this with colleagues; Sees opportunities in the market and initiate/coordinate required action on the trade floor;
- Applies risk management on sales and purchase activities (reliability, claims, currency, credit limit, payment terms) and follows up on non-conformities related to these;

### 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 "Great Place To Work";
- Various training and development opportunities;
- A competitive salary and excellent secondary employment conditions.

### We are looking for a Commercial Manager who

- Has a BSC / MSC degree;
- Is proactive and goal driven
- 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 and - Dynamics and ERP-systems);
- Is fluent in English.

### About Numidia

Numidia is a 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 the 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](mailto: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](mailto:HR@numidia.nl).