



NUMIDIA

YOUR EXPERT PARTNER IN DAIRY

For the Trade Department at our Office in Singapore, we are looking for a

Commercial Manager Asia (M/F)

Fulltime

If you are interested in a challenging, international and dynamic function in a fast-growing organization, 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 and delivering high quality products and services. After a solid training, you will start working next to an experienced member of our Commercial Managers team.

YOUR KEY 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.

WHAT WE OFFER

- ✦ Challenging job within a young, international company with a strong growth ambition
- 🏆 Proud to be certified as a Great Place to Work - join a culture where people come first!
- 📅 23 vacation days, increasing to 25 in the coming 2 years
- 🍱 Unique perk: Fresh lunch 3x per week - together with your colleagues
- 📈 Continuous development opportunities - grow your expertise and career

WE ARE LOOKING FOR

- Bachelor or Master degree in international business or related field;
- 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. Other language skills are welcome.

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.

ARE YOU INTERESTED?

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