

## Commodity Trader/Sales Executive

- Newly created role
- Expanding business with sustained growth
- Ideally Brisbane or Toowoomba location



### THE COMPANY

A diversified agribusiness that operates across multiple sectors within the industry. With annual turnover of \$500M, they have an extensive history in Australian agriculture and export markets and a demonstrated mandate for growth.

### THE ROLE

The Commodity Trader/Sales Executive is responsible for building and fostering strong client relationships across multiple sectors, where they will deliver value through proactive client-based solutions focussing on fodder and feed ration ingredients.

The position requires a detailed understanding of domestic and international agricultural production, domestic & export logistics and livestock production. They will leverage from existing relationships across the target customer groups as well as demonstrate a strong business development mindset.

The ideal candidate will also have an interest in global livestock supply chains and commodity trading combined with commercial acumen, a can-do attitude, clear communication, attention to detail, and effective time management strategies. They will be joining an experienced team, providing administration, trade execution, sales & nutritional support.

### RESPONSIBILITIES:

- Research, and stay current, in industry, ingredients and customer evolution and refine your focus accordingly;
- Maintain prices for all applicable commodities and regions;
- Develop pricing model for raw ingredients basis quality, customer demand & supply;
- Represent the company at industry forums.

### REQUIREMENTS:

- Self-motivated, ability to work autonomously while prioritising workload in a busy environment;
- 10+ years' experience in a customer facing commercial commodity markets role;
- Experience in niche livestock feed would be highly regarded, i.e. hay, straw, roughage, cottonseed;
- University qualified in Business or International trade;
- Excellent communicator (written, verbal, and listener) at both corporate and farmer levels to assist with collaboration with customer, stakeholder, supplier & colleague engagement;
- Have strong analytical skills, attention to detail and an inquisitive mind to assist in innovative customer solutions.

**LOCATION AND REMUNERATION**

The position will be ideally based out of the Brisbane office; however, Toowoomba is also a potential option. An attractive remuneration package commensurate with experience is on offer for the successful candidate.

**TO APPLY**

Please apply online or phone David Compton at Agricultural Appointments on 02 9223 9944 for a confidential discussion.