

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.