

## Bunker Trader (m/w/d)

### Global bunker trading company - Geneva



Imrecke Consulting is working with a global bunker trading company. Reputed for their integrity, professionalism and enduring business relationships, they provide marine fuel and bunkering services to over a thousand vessel-owners worldwide. The long-standing relationships are testimony to their commitment to the clients.

The company looks back onto a proud heritage of over 55 years. They take pride in their experience and expertise in assisting clients with the purchase of the highest quality petroleum, crude oil, engine oil and many more products in a cost-effective manner. The global team of multicultural and multilingual bunker traders are always available to understand, advise and provide solutions for all bunker and lubricant requirements, anywhere in the world.

Our client is seeking to strengthen the trading team in Geneva to take over the existing customer base in Germany.

#### What you will be doing?

You will be responsible to purchase, sell and supply fuel and lube oil within the German shipping market to the customers satisfaction. The job is about nursing the existing customer portfolio, initiating contact with new potential clients, establishing a good relationship with market players, negotiating prices and delivering to agreed terms in compliance with the standard of the company and the strategy of the unit.

In particular:

- Maintain and nurture a stable and existing customer portfolio
- Establish new accounts (Cold calling)
- Follow up on inquiries
- Identify new customer and initiate contact
- Understand customer needs, negotiate price and close deals
- Interact with local ports and supply agents
- Advice on various fuel products and quality
- Manage customers payment and overdue's

- Identify business opportunities and support business development activities (Market research)

#### Who you are?

- You have completed an apprenticeship in shipping
- You have gained a min. of 2 years work experience in a similar position or
- You have worked as a broker, trader, agent for a min of 3 year
- You possess a strong market understanding and network
- You maintain good contacts with the German market
- You are strong in operational and cost management
- You possess excellent negotiation, commercial and communication skills
- You have worked in an international environment
- You are a good communicator and team player
- You possess planning and organisational skills
- You work result oriented and take initiative
- You are fluent in English verbally and in writing

#### You will enjoy:

- An interesting role with a high level of independency
- Work base Geneva
- An attractive salary package, consisting of a fixed and a variable portion
- An existing and established market portfolio
- A lean organization with quick decision-making processes
- A modern working environment
- Attractive fringe benefits

#### How to apply

Please submit your electronic application together with a CV and supporting documents to Imrecke Consulting GmbH at following email address:

**m.imrecke@imrecke-consulting.de**

In case of queries please contact Matthias Imrecke via above email or via +49-172-4157271

