

## Career Opportunity

January 2019

### Bunker Trader (Singapore)

Cockett Group, one of the world's largest value-added resellers and physical suppliers of marine fuels and petroleum products and services has recently announced an exciting new opportunity for a Bunker Trader to be based in our Singapore Office.

#### **Job Purpose:**

The role is designed to give responsibility to an individual trader in the regional trading team, to lead the day-to-day business, as well as business development and growth in the core and growth products. The job holder is required to work with the Line Manager to expand trading function and weekly business meetings with the Line Manager and trading team will be initiated to give a formal forum of discussion considering the status and improvement measures to be done.

The incumbent will work closely with the Cockett Group Technical, Credit and Finance departments, to ensure efficient handling of claims and payments, and in optimizing operations. As part of the regional integration with the Group, the individual will be required to participate in business development within the region.

#### **Responsibilities:**

- Solicit and actively seek new enquiries from existing customers, obtaining credit limits through the company process, namely in agreement from the Group Credit Manager.
- Execution of trade deals with optimized margin from enquiry stage, negotiation, closing the deal, deal confirmation and monitoring the deliveries.
- Business development by adding the new customers and / or broadening activities with existing customers. Communicate with management regarding developments on new or existing customers/suppliers.
- Follow up on payments with customers.
- Dissemination of market intelligence to the wider Group to generate business opportunities.
- Communicate with management and supply team regarding developments on new or existing customers.
- Maintaining / providing the up to date information on prices, movement and availabilities.
- Use of VISTA to ensure the proper documentation of all trades.
- As part of the local team achieve the budget and performance KPIs whilst acting professionally and following the Group's values and principles at all times.
- Assist fellow team members as and when required, under direction of Line Manager.
- Propose and investigate in conjunction with Projects as and when required.
- Develop and initiate internal marketing for the region.

- Adherence to all Group's policies, processes, procedures, systems, Employee Handbook and relevant legislation – quality assurance, resolving queries / discrepancies.

**Skills/Qualifications:**

- Bachelor's degree in Marketing or Business Management and a minimum of 3 years of proven experience within the bunker re-selling industry.
- Reliable, confident and insightful personality
- A strong motivated achiever with good attention to detail
- Understanding of the oil re-selling and/or shipping industry and in-depth product knowledge.

**In return the Group offers:**

- Good remuneration and benefits package to be discussed upon interview.
- International and challenging career.

**All interested applicants please forward your CV with as short covering letter detailing your availability and expected salary package to:**

**[humanresources@cockett.com](mailto:humanresources@cockett.com)**