

## Bunker Trader - USA

### We're looking for someone who;

- Has excellent communication and relationship-building skills
- Has an understanding of the marine fuels and products market and its trends
- Shows initiative and has an ability to seize opportunities
- Has an attention to detail and sales experience

If this is you, contact us now! [humanresources@cockett.com](mailto:humanresources@cockett.com)

Australia | China | Greece | Korea | Netherlands | Singapore | South Africa | Turkey | UAE | UK | USA

Cockett Group, established in 1979, is one of the world's largest value-added resellers of marine fuels and petroleum products and services, and is currently recruiting for a **Bunker Trader** to be based in our USA office. Cockett Group offers quality assurance in line with ISO standards supported by comprehensive industry experience, a deep understanding of the international landscape and access to a global network of committed suppliers. The role is designed to lead the day-to-day business, as well as business development and growth in marine fuels reselling.

#### Responsibilities include:

- Business development by adding the new customers and / or broadening activities with existing customers
- Execution of trade deals with optimized margin from enquiry stage, negotiation, closing the deal, deal confirmation and monitoring the deliveries
- Responsible for maintaining up-to-date information on supply prices, movement and availabilities
- Track market movements, analysis of oil trends and keep up to date on financial news
- Communicate with management regarding developments on new or existing customers/suppliers
- Adherence to all Group's policies, processes, procedures, systems, Employee Handbook and relevant legislation – quality assurance, resolving queries / discrepancies

Our established values are at the core of the Group and are present in everything we do. They influence the way we work with our shareholders, working partners and with each other:-

#### Customer Focused



We are committed to listening and actively engaging with our customers

#### Excellence



We continually improve upon the knowledge, expertise and learning opportunities for our employees

#### Flexibility



We acknowledge and embrace change as essential and collaboration as necessary

#### Resourcefulness



We identify bespoke solutions to our customer's challenges and act creatively

#### Efficiency



We carefully and thoughtfully optimise our resources and costs

#### Sustainability



We seek every opportunity to develop our focus on environmental, social, and corporate governance

#### Required education & skills:

- Experience in customer focused oil/bunker trading or maritime industry is required
- Existing portfolio and/or ability to build a portfolio
- Excellent written and verbal communication skills in English essential

#### In return Cockett Group offers:

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