

APRIL 2021

Customer Trader

(Greece office)

Cockett Group, one of the world's largest value-added resellers of marine fuels and petroleum products and services is currently recruiting for Customer Traders to be based in our Greece office.

Job Purpose:

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. Communicate with management regarding developments on new or existing customers / suppliers.
- Solicit and actively seek new enquiries from existing customers, obtaining credit limits through the company process.
- Execution of trade deals with optimized margin from enquiry stage, negotiation, closing the deal, deal confirmation and monitoring the deliveries.
- Track market movements, analysis of oil trends & keep up to date on financial news.
- 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

Skills/Qualifications:

- Minimum 5 years previous proven 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:

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

All interested applicants please forward your CV to: humanresources@cockett.com