



Senel Commodities B.V.
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Office Hours:
Monday / Friday: 8:30 - 17:30

VACATURE

Junior Commodity Trader

Het gaat steeds om de juiste match. De verkoop van het juiste commodity, vanuit Nederland of waar ook ter wereld, aan de hele wereld.

Role overview

Responsible for the direct sales of Senel & Co.'s products and services in the Senel & Co. trading segment worldwide. Establish and develop customer relationships with appropriate customer contacts. Develop and maintain relationships with these customers. Provide product and administrative information to the customer base. Keep customers updated on product developments, Senel & Co.'s policies and procedures while keeping up-to-date knowledge of the industry.

Role responsibilities

- Sell Senel & Co.'s products and services by placing outbound customer calls, placing outbound prospect calls and responding to customer inbound calls
- Establish customer relationships with the "decision making unit", such as Purchasing Manager, IT Manager, Finance Manager, General Director and other influencers
- Fully profile all customers to gain an understanding of IT opportunities
- Maintain and report on sales activities to identify buying influences, customer and competitive trends
- Manage customer expectations and enhance the customer experience
- Forecast account revenue and margin on a daily, weekly and monthly basis
- Maintain awareness of market conditions and competitors' products and pricing
- Develop plans to maximize Senel & Co.'s "Share of Wallet" in the account base
- Achieve weekly, monthly and quarterly targets in line with Senel & Co.'s strategic initiatives
- Produce management information such as reports and metrics to help assess our current and projected position against forecast, plan and targets and to take appropriate action where required
- Troubleshoot escalated problems to ensure achievement of targets and customer satisfaction
- Manage all bids and tenders efficiently and effectively

Requirements and preferences

- Excellent verbal and written communication skills in English and Dutch; Portuguese is a pre
- Bachelor or Master degree
- Experience in the international trade
- Proven track record in a target driven environment
- Excellent customer focus and interpersonal skills
- Strong organizational, planning and analysis skills
- Strong business acumen
- Strong time management skills
- Must be a team player