

Trader Development Programme - Dubai, UAE

We're looking for someone who;

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

If this is you, apply here: www.cockettgroup.com/Vacancies

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 our **Trader Development Programme** to be based in our Dubai Office. Cockett Group works under 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 assist in the day-to-day business alongside a detailed training schedule, as well as business development and growth in marine fuels reselling.

Responsibilities include:

- Undertake all necessary training and development as outlined in the Trader Development Programme
- Solicit and actively seek enquiries from existing customers, obtaining credit limits through the Group process
- Execute trade deals with optimal margin covering enquiry stage, negotiation, closing the deal, deal confirmation and monitoring the deliveries
- Business development by adding new customers and / or broadening activities with existing customers
- Follow up on payments with customers
- Disseminate market intelligence to the wider Group to generate business opportunities
- Communicate with management and supply team regarding developments on new or existing customers
- Maintain / provide up-to-date information on prices, movement and availabilities
- As part of the designated trading team, achieve the budget and performance KPIs whilst acting professionally, with integrity and always following the Group's values and principles

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 Focussed



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

Required education & skills:

- English – Written & Verbal (Fluent)
- Bachelor's degree / Minimum MBO Diploma
- Previous proven experience in trading or sales – 1-2 years
- Understanding of the oil re-selling industry, in-depth product knowledge is preferred

In return Cockett Group offers:

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