

Company Profile Gramena

We are a modern trading company that plays a central role in the dynamic European dairy sector. Our office is located on Blaak and is just a three-minute walk from the Blaak train station in the heart of Rotterdam. On the fourth floor of a historic building, we have an open, accessible, and modern office.

Over the past 4 years we have built a warm, professional, and successful organization where fun, transparency, responsibility and dedication are the key drivers. Due to our rapid growth we are looking for a trader who can further expand our commercial team.

Job Description: Junior Trader

In the role of "Junior Trader" you are continuously informed about what is happening in the dairy market. This includes price developments in the physical global dairy market as well as in the international financial markets for dairy commodities. Additionally, you are aware of relevant economic, political, and market/product developments. You will gain this knowledge by maintaining daily contact with your relationships, regularly visiting them and fully (wanting to) understand the local markets. With this knowledge, you advise our existing and future relations on purchase and sales (strategy) and take the lead in acquiring new business. Together with your commercial colleagues, you help to maintain and expand our network of clients and suppliers.

Your responsibilities include:

- You are commercially responsible for the clients and suppliers in your assigned markets
- You will advise our clients and suppliers on procurement and sales strategies based on your acquired market knowledge
- You will buy and sell our commodities and conduct the related negotiations
- You will acquire new clients and suppliers
- You will play a strategic role in our position decisions (long/short)
- You will create purchase and sales contracts and follow up in collaboration with the logistics, quality, and finance departments

Your Profile

- A minimum of a completed Bachelor's degree (HBO / WO).
- Demonstrable commercial experience (extracurricular activities / part-time job)
- Maximum of 2 years work experience
- Willingness to travel (internationally) and spend as much time as possible on the phone or visiting clients and suppliers
- Proficiency in Dutch and English, both written and spoken.
- Proficiency in German, French, Polish, Spanish or Italian is a significant advantage
- A true team player with attention to detail
- Solution-oriented and able to handle stress
- Ready to close the deal!

What We Offer You

- Competitive salary + bonus
- A good pension scheme
- 25 vacation days
- Mobile phone
- Laptop
- Travel allowance
- An office in the center of Rotterdam with the flexibility to partly work from home
- Growth opportunities within a fast-growing and professional organization
- A dynamic and modern working atmosphere where teamwork is crucial