

Job description for **Fertilizer trading/US market development**

Job description

Position: Fertilizer trading/US market development

- Research and analyze US fertilizers market, by region, buyers, and products.
- Set market penetration/sales strategies for the company, propose HQ of execution plans, and execute them.
- Assess results of the execution, improve, and execute again.
- Develop pool of buyers for fertilizer sales.
- Negotiate and execute fertilizers sales to US Buyers
- Maintain network with buyers, and frequently communicate to check on recent activities, discuss market and sales opportunities.
- Frequent visit to buyers to discuss fertilizers market and develop projects we can cooperate with.
- Occasional attendance to fertilizer conferences/exhibitions.
- Analyze and produce insights on US fertilizers supply and demand, and its outlook.
- Propose sales/business opportunities to HQ and execute them.
- Weekly reporting to HQ on US fertilizers market, inquiries and following status.
- Operation support connected to the business in the US; managing logistics, AP/AR, etc.).
- Other duties deemed fit for the position of fertilizer trader/US market development

Character & Skills

- Self-motivated, active, passionate and dedicated, working with ownership, strategic/PDS(Plan, Do, See) mindset. Ability to interact and communicate clearly and professionally with coworkers and buyers

Qualifications

- Position grade: Manager, fertilizer trading/US market development
- Language: English (native, must), Spanish(preferred)
- Academic background: Bachelor's degree or above / no preferred major
- Experience: minimum 4 years of experience in fertilizers industry, preferably in trading/wholesale sales
- Required knowledge: basics of international trading (incoterms, basic contract terms etc.), understanding of the US fertilizer market and buyers
- Preferred expertise: experience in fertilizers trading/wholesale sales, NOLA barge trading, setting up and executing stock sales business
- Preferred company to hire from: Helena Agri-Enterprises, Growmark, CHS