

Bunker Trader, Hamburg

Do you want to become a part of an international setup and do you have flair for sales and want to develop your skills further? Then this might be the right opportunity for you.

KPI OceanConnect, one of the world's largest independent marine fuels service and solutions providers is expanding and we are looking for an ambitious and talented sales professional who wants to work in an international and high paced environment with highly skilled colleagues. You will be based in our office in Hamburg but when you join KPI OceanConnect as a Bunker Trader, the whole world becomes your place of work. You will quickly be given responsibility and the chance to build on your existing skills as part of one of the biggest bunker trading groups in the world.

International focus and a fast-paced environment

As a Bunker Trader you will get to develop your own customer portfolio and expanding your understanding of customer needs, negotiate prices, and close deals. Your day to day responsibility will include:

- Worldwide trading
- Developing new customer partnerships through cold calls and networking in shipping
- Managing fuel partnerships and contract negotiations
- Market analysis to identify new business opportunities

A person with great sales skills and business acumen

We expect you to have experience within the shipping industry or alternatively, you come with sales experience within another industry. Furthermore, we expect that you have:

- Commercial mindset conveying sales and services with positive results
- Excellent verbal and written communication skills in German and English
- self-motivation and are ambitious

Apply now to become part of a winning team in an inspiring job as a Bunker Trader

At KPI OceanConnect we believe that our people are the heart of our business. We are looking for people who are passionate about shipping and ready to go the extra mile to succeed. We often work under pressure so we need strong, confident individuals who thrive in a team environment and will fly the company flag with pride.

Please apply by uploading your cover letter and resume via the link below. If you have any questions you are welcome to contact Managing Director, Boris Gronenberg on +49 151 276 276 40. We look forward to receiving your application.

About KPI OceanConnect

Apply today to become part of one of the world's largest and most experienced independent marine fuels service and solutions providers, established by the merger of KPI Bridge Oil and OceanConnect Marine. Our dedicated global team of 160 experienced professionals delivers trusted expert advice and services to the international shipping community 24/7/365. KPI OceanConnect operates across every major maritime hub and time zone with offices in Athens, Doha, Dubai, Hamburg, Hong Kong, Istanbul, Jakarta, London, Miami, Middelfart, New York, Rotterdam, Seattle, Seoul, Singapore and Tokyo.

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