

BUNKER TRADER – HAMBURG



Do you want to join an international trading team, and do you have a flair for sales and want to be part of setting the green transition in the shipping industry?

Then we might have the right opportunity for you.

Business is expanding at KPI OceanConnect and as part of our growth strategy, we are looking for new colleagues to join our dedicated and passionate trading team in Hamburg. So, if you are an outgoing, talented and energetic person, who is driven and passionate about sales & shipping, then you might be one of the colleagues, we are looking for. In KPI OceanConnect we believe that our people are the heart of our business, so we select them carefully. When joining our team, you will be given great possibilities to develop further both personally and professionally.

Skill- and mindset of a trader – or the drive to become one

Our new Bunker Trader is confident, has the drive and passion for cold canvas sales and thrives in an international fast-paced work environment. If you can tick off all 3, then we can offer you great opportunities to grow your sales- and customer management skills even further.

With focus on sale- and purchase of marine fuels, market intelligence and logistical planning to optimize value for our international business partners, you will manage your own customer portfolio to create and maintain strong and long-lasting relationships with clients and suppliers.

However, you could also be new to the industry, and have the drive and energy to become a trader - therefore we also offer a 2-year trainee process, which includes dedicated mentoring within the trading team, who will take the lead in your theoretical learning, providing detailed training on the industry. You will be introduced to the trading tools, platforms, and network, and you will establish an understanding of the market as well as develop your own relationships and sourcing channels

Your background and profile

Ideally you already have experience within the bunker or shipping industry and possess the right skills to fulfill above qualifications. However, we are also looking for new talents in the industry, who want to grow their inherent sales skills even further, while adding on to your competencies during the trainee process. As long as you have the strong winner and hands-on mentality, with the possibility to practice the saying “learning by doing”, we would love to have you on board.

Additionally, you are:

- Fluent in both written and spoken English. Additional language skills (e.g., German) will be an advantage
- Social with a proactive approach to sales
- An ambitious individual with a high level of energy

About us

We work in a very dynamic environment so we need strong, confident individuals who thrive in a team environment and will fly the company flag with pride. As KPI OceanConnect is part of the USTC Group, the roles offer excellent career- and global mobility opportunities, with focus on personal and professional development, growth, and continuous learning.

Join us

At KPI OceanConnect, we know by experience that highly skilled and extremely dedicated employees make the world of difference for our clients. It is vital to us that all employees enjoy a high level of well-being, thus we offer a challenging, flexible, and varied working life depending on individual wishes, ability, and potential.

Want to take on this amazing opportunity and join the team?

Then please apply as soon as possible, as we process applications as they are received.

So go to our website and apply now on www.kpioceanconnect.com/careers