



TEAM LEADER IN A GROWING, GLOBAL COMPANY

MIDDELFART

Do you want to be part of a growing company with a key role in driving our business forward in terms of revenue and customer satisfaction? Then this is the opportunity for you.

Since the start of our activities in 1981, Dan-Bunkering has been a pioneer in the bunker trading business. The first many chapters have been a story about success and development, and the company has rapidly become one of the world's leading bunker companies. Today, Dan-Bunkering has more than 100 skilled and dedicated employees stationed in 12 different locations around the world.

ABOUT THE JOB

As a Team Leader in our organisation, you will be responsible for your own personal budget and customer portfolio. You will be leading customer sales meetings including price negotiations. Additionally, you will be responsible for budget planning and financial analyses as well as collaboration with management and external partners.

You will manage an ambitious and dedicated trading team and it is essential that you are comfortable with taking responsibility. You will be based at our headquarter in Middelfart.

Your responsibilities will include:

- New customer outlook and initiate contact
- Build, maintain and nurture a stable customer portfolio
- Understand customer needs, negotiate prices and close deals
- Interaction with local ports and supply agents to arrange deliveries
- Advice on various fuel products and quality
- Manage customers' payments and overdues
- Identify business opportunities and support business development activities
- Act as role model and coach for Traders and Junior Traders

You will be part of an international organisation with a challenging work environment and a motivated team of colleagues with different cultural backgrounds. Additionally, you will have the possibility to engage actively in product development and customisations.

ABOUT YOU

We expect that you have a minimum of four years of working experience within sales, preferably within the maritime industry combined with international experience. You possess a strong and cross-cultural mindset with a burning desire to enter a fast-paced and competitive sales environment. Furthermore, it is vital that you:

- Have great leadership potential
- Have excellent networking and communication skills
- Are confident, ambitious and are a great role model for traders
- Have flair for numbers, market analyses and negotiation
- Are fluent in both English and Danish, written and oral

As our new Team Leader, you will get a job with a high level of responsibility and autonomy. You will get a dedicated team of colleagues with different cultural backgrounds. We will provide you with training and guidance for you to succeed in your role as Team Leader.

If you have any questions regarding the job, please do not hesitate to contact Sales Manager, Kenni Goldenbeck at +4564215405.

If this sounds interesting to you, then please apply via www.dan-bunkering.com.

We look forward to receiving your application

Dan-Bunkering is one of the leading bunker trading companies in the world specialising in purchase, sale and supply of fuel as well as risk management and associated services. The head office is situated in Middelfart with offices in Copenhagen, Shanghai, Kaliningrad, Singapore, Monaco, Houston, Beijing, Dubai, Valparaiso, Stamford, and Sydney. More than 70 dedicated and service-minded bunker traders are ready to guide new and existing clients. Dan-Bunkering is part of a professional and financially strong group with interests in ship-owning and shipping activities. For more information about Dan-Bunkering please visit our website www.dan-bunkering.com

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