Trader/Senior Trader

Deadline:
10-12-2026

Office:
Tokyo, Japan

Are you an experienced Trader who would like to broaden your knowledge and challenge yourself in a dynamic and flat organization? Do you thrive with sales and building relations, and would you like to contribute to facilitating the movement of the world's fleet and advancing global trade? Then, this is just the right career opportunity you have been waiting for.

Job description

Monjasa is a leading global partner in the oil and shipping industry who believes strongly in driving Personal Business. We aim to inspire our business partners and become first choice by challenging status quo with our original solutions. We are thus on the lookout for a colleague who can identify with Monjasa's values and is capable of building strong relations both internally and externally.

As our new **Trader**, you will join the highly talent team in our new **Tokyo office**. This is a rare opportunity for you to be deeply involved in the development of our business in Japan. You will be a vital and contributing part of our dedicated and stable team characterised by proactivity and passion for the industry.

Here is how Jonas Andersen, Senior Trader, describes the opportunity:

"This is a unique opportunity to be part of our local team and expand Monjasa's presence in Japan. Your impact will be visible from day one, and you will enjoy a high level of ownership and responsibility in growing our business across Japan and Asia. You will operate in an entrepreneurial and relationship-driven environment where creativity, initiative, and a commercial mindset are key. The role provides international exposure and offers strong opportunities to develop your own portfolio while contributing to the long-term growth of our business in the region."

Your primary role is day-to-day trading, covering sales, purchase of bunker fuel and logistical planning to optimise profits. Your main focus will be to identify and open new customers. Thus, you will experience a high level of professional creativity and the possibility to think outside the box. You will be in contact with networks all over the world and have an international exposure. This will also give you the opportunity to travel and visit our customers.

Areas of focus

- Develop and maintain a solid and stable portfolio of customers
- Ensure optimal customer satisfaction by building strong personal relations and providing specialist advice on bunker solutions.
- Investigate and develop new areas of focus.
- Provide internal support by surveying ports/regions, tracking vessel movements, and coordinating fuel delivery

Your professional skills

- Experienced with sales, including canvas and customer handling
- Minimum 3/4 years of relevant bunker or shipping industry experience
- Business fluent in written/oral English and Japanese. Language proficiency in another Asian language (eg. Korean / Mandarin) is advantageous, but not mandatory.

Your personal skills

- Driven and resilient with a high customer focus
- Strong at building personal relations
- Ability to work both in teams and individually
- Seeking new market opportunities and engaging with business partners as a motivational part of the job
- Flair for numbers, analysis and negotiation