

Trader

Do you thrive in fast-paced environments where every day brings something new? Monjasa is looking for a passionate and results-driven trader to join our team in Limassol, Cyprus.

We enjoy setting high industry standards and being at the forefront of developments. *Monjasa means personal business* is a headline to our corporate purpose and acts as a lighthouse for our business. We aim to inspire our business partners and become first choice by challenging status quo with our original solutions. You will also find that we live and breathe our values of Respect, Ambition, Curiosity and Smile & Joy. They anchor in how we engage with fellow colleagues as well as business partners. Theodoros Mitsingas, General Manager Mediterranean, says the following about this new role in Limassol:

"As a leading supplier and trading house in the global bunker industry, the trader role offers a great opportunity to take ownership of tasks and drive business developments. We are a dynamic team and together we make the workdays flow smoothly. We offer a fantastic work environment with a strong focus on our wellbeing."

How will you make an impact?

As a trader, you will be part of our main engine that propels the Monjasa business. You add value to the supply chain that facilitates global trade by seeking original solutions for our business partners. Equipped with the right skillsets, knowledge, and expertise, you will influence the direction of Monjasa and support in solidifying our strong position in the market as both a physical supplier as well as our back-to-back trading activities. You are on a constant lookout for new business opportunities and to strengthen the current business, and we like you to bring in a portfolio and/or a valuable network to work on from day one.

When it comes to your career, you are at the driver's seat free to explore and seize the unique opportunities in the vast ocean that you and Monjasa are sailing together.

Your focus areas

- Develop and maintain a solid and stable portfolio of customers
- Ensure optimal customer satisfaction by building solid personal relations and providing specialist advice in bunker solutions
- Provide internal support by surveying ports/regions, tracking vessel movements, and coordinating fuel delivery
- Working on regional projects and *ad hoc* tasks related to the shipping and oil sectors

Your professional skills

- Relevant education at minimum bachelor level
- Experience from either the shipping industry or a sales position
- Fluent in written/oral English is a must. Other languages are considered a great asset.

Your personal skills

- Driven and committed with a high customer focus
- Good at building personal relations
- Ability to work in teams and independently
- Opportunity-driven and relationship-oriented
- Analytical, numerically strong, and skilled negotiator

We are currently hiring for two Trader positions, one of which is intended for an Italian-speaking candidate. Above all, we are looking for ambitious individuals who thrive on responsibility, enjoy building relationships, and are eager to make an impact.

