

C N Consultancy Limited

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Recruitment: **Senior Marketer of Middle Distillates, Germany**
(Position to be based initially in Zug)

For: **A Swiss Based Oil Trading House**

Our Client

BACKGROUND TO THE EMPLOYER COMPANY

Our client is a private, independent oil and distribution company focusing on North-West Europe and the Mediterranean regions. The company was established in July 2008 and is managed by the two founder directors and owners of the business. Both are highly experienced with an established reputation in trading in the European downstream market.

Turnover was US\$100 million in the first year's trading with expectation of an increase to US\$1.5 billion within the next five years. The company's head office is in Zug with a subsidiary office in Paris. There are twelve employees located in Zug and five in the Paris office who supply various clients, including supermarkets by truck.

The Company supplies middle distillates, especially gas oil and heating oil to barge, truck and rail wholesale fleets or larger retail end users. The company is already actively supplying along the Rhine, with several delivery points already established.

The Appointments

In order to build on the considerable success already achieved in the French market, the decision has been taken to appoint a dedicated specialist to drive forward the development of the German market. Initially this will involve marketing to wholesalers along the Rhine using barges and storage depots and these wholesalers would sell on using their truck fleets. On the Rhine, the Company has already rented a storage depot in Strasbourg and additional depots will be rented from Basel further down stream. Ultimately, the objective would be to establish a German subsidiary.

This role calls for an energetic and committed professional with the experience to contribute and support the expansion of the existing business into a world class trading unit. Sound technical skills and hands-on experience of working in the middle distillates wholesale sector is therefore a prerequisite, but an additional essential element in the candidate's make up is the ability to develop and further a career in a dynamic and entrepreneurial business environment.

C N Consultancy has been retained to identify top calibre candidates who will be attracted by the prospect of joining this successful and expanding trading entity and bringing the required skills and know-how to contribute actively to the next phase of development.

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JOB DESCRIPTION AND CANDIDATE PROFILE

Job Description

Job Titles: Senior Marketer Middle Distillates, Germany

Location: Zug (initially)

Reporting to: Distillates Trading Manager

Working Relationships: The Senior Marketer will liaise closely on strategy with the two founding Managing Directors of the business.

Areas of Accountability

The overriding objective of this appointment is to market and to control the supply management of middle distillates within the German region.

This includes:

- The development and day-to-day management of a client portfolio;
- Senior level negotiations with new and existing customers;
- Regular and accurate reporting of activities in accordance with personal and departmental targets;
- Assisting and liaising with the trading and operations teams in marketing and administrative matters;
- Liaising with clients regarding quotations and physical delivery of orders;
- Monitoring stock inventory and operations;
- Recognition of markets trends;

Candidate Profile

Qualifications and Experience

- Languages: German/English
- The preferred candidate will have a degree or business qualification but this is not essential;

Ideally, candidates should have:

- Five to ten years' experience of wholesale marketing or sales to Germany;
- The potential to manage a team: although initially there will be no management responsibility, this could change depending on the successful growth of the business;
- A portfolio of known connections/clients;

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- Experience in the middle distillates wholesale/retail sector in Germany.

Personal Qualities

This senior role will require:

- The ability to operate in a team and to develop close working relationships with colleagues. An open and flexible attitude to working with colleagues and management;
- Perseverance, combined with excellent communication skills;
- The energy, determination and entrepreneurial drive to expand the existing successful business;
- An imaginative, innovative and creative approach to developing business opportunities. The ability to adapt swiftly to changing market conditions. A mind-set able to challenge traditional approaches to trading and marketing procedures;
- A diplomatic but persuasive attitude when dealing with colleagues within the same organization;
- The reputation to enhance the Company's standing in the market;
- The ability to communicate easily across national boundaries;
- The ability to react swiftly to adverse and emergency situations, to propose solutions and ensure successful outcomes;
- Sound planning skills. Numeracy and a precise orderly method of working and attention to detail;
- In addition, the job holder will need a domestic situation which will allow for extensive travel within their respective regions;

Reward package

The reward package will be negotiated based upon the experience, skills and added value of the candidate. The Company offers first class conditions, including social package associated with a Swiss domiciled business.

As appropriate, the Company will attend to work permit issues and will provide assistance with relocation.