

# *C N Consultancy Limited*

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**RECRUITMENT OF**  
**SENIOR TRADERS -**  
**NON-FERROUS RAW MATERIALS and METALS**  
**(Major Internationally Reputed Trading Organisation)**

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## BACKGROUND

Our client is one of the world's best known trading organisations. It is based in North America and maintains offices around the globe.

The Group's activities consist of providing base and precious metal, raw materials and products, plus financial and other related services, to industry. Global revenues are in excess of \$7 billion and total assets are around \$900m.

The Group maintains banking relationships with many of the world's leading banks. These trading and financing facilities, which aggregate \$3 billion, together with the Group's substantial capital, provide the resources that have enabled it to expand and carry on its profitable activities for several decades.

The Corporation is now planning the next phase of its development which will involve expanding and strengthening its existing non-ferrous trading activities world-wide, developing supplies from areas outside its traditional sources, and entering new markets. In addition to traditional structured finance, the Group will expand upon leveraged capital participation from major funds and other investors.

Experienced non-ferrous raw material traders and metal traders who are also well rounded businessmen are sought to provide additional contribution to turnover and profitability. In addition to day to day trading they will be encouraged to identify, analyse and recommend targets for investment and take a key role in subsequent negotiations. Strategic investments could include minority or majority holdings in mines, smelters, producers of non-ferrous and precious metals and alloys, to build upon the corporation's existing substantial interests in these markets.

The successful candidate(s) who could be based either in North America and/or Europe, will work alongside senior management and will be expected to develop strong working relationships with the corporation's world wide trading personnel.

Applications will be encouraged primarily from those now working as traders but experience of trade finance, producer marketing and deal structuring will also be valued. An imaginative and entrepreneurial approach to sourcing, financing and marketing will be valued and successful performance will bring a substantial earnings package.

CN Consultancy Ltd has been briefed to identify candidates of suitably high calibre who will be attracted by the prospect of joining the senior team of this internationally reputed organisation.

## JOB DESCRIPTION

**Job Title:** Senior Traders - Non-Ferrous Raw Materials and/or Metals Traders

**Responsible to:** Chief Operating Officer (USA)

**Working Relationships:** The candidate(s) will work closely with senior management and will be expected to develop strong working relationships with colleagues throughout the international group.

**Areas of Accountability:** The overriding objective of the role will be to seek new opportunities for profitable trading, taking full advantage of the Group's global resources.

This embraces:

- Profitable trading, including sourcing, marketing and financing on a day-to-day basis.
- Opening doors and building strong personal relationships with mines, smelters, the financial community, and consumers.
- Monitoring day-to-day developments in the consuming industries and reacting positively and creatively to changing patterns of supply and consumption.
- Identifying and developing opportunities in which the Group's financial strength can be used in strategic alliances/investment opportunities with mines, smelters and producers.
- Communicating with operators, shipping and back office teams to ensure efficient completion of contracts.
- Risk evaluation and regular reporting to the Chief Operating Officer on transactions, financial commitments and profitability.

**CANDIDATE PROFILE**

<b>Age:</b>	There are no rigid age limits, given the required experience and personal qualities.
<b>Qualifications:</b>	A degree or business qualification would be valued, but is not essential.
<b>Location:</b>	Opportunities exist in USA (East Coast), London, Western Europe or Asia.
<b>Experience:</b>	Candidates should have a minimum of ten years experience with a non-ferrous raw material, metal trading or producing organisation.

Experience should also include most of the following:-

- A sound overview of the global pattern of raw material supply and consumption and familiarity with producers and markets.
- A personal record of profitable trading and/or marketing, and/or trade finance involving international markets.
- Strong personal contacts with mines, smelters, producers, traders, investors, banks and other financial institutions.
- A practical knowledge of the workings and use of the LME and risk management in general.
- A sound understanding of contracts, finance, insurance, freight, warehousing, etc, related to non-ferrous metal trading.

**Candidate Profile continued:**

<b>Personal Qualities:</b>	The successful candidate will:-
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- Have drive, determination and the ability to stand alone in a trading and business development role.
- Be a team player with the temperament and ambition to develop working team.
- Have the maturity to enhance the Company's reputation internationally.
- Be purposeful, intelligent and self-reliant.

## REWARD PACKAGE

There is no pre-determined salary for this appointment. It is flexible within wide parameters and will be individually negotiated to reflect experience and trading record and can be paid in any currency to suit the individual's preference.

Total remuneration package linked to results should be substantially in excess of the basic salary and will be negotiated individually.

The Company operates a complete 'social package' covering pension plan, life insurance, private health, and assistance with relocation.