

COAL TRADERS - Paper and Physical (London based)

Major Internationally Reputed Trading Organisation

BACKGROUND

Our client is a highly successful and profitable, trading and distribution group, established in the early eighties to supply and trade industrial raw materials throughout the world but with particular emphasis on South East Asia and Pacific Rim.

During the intervening years the Group has consolidated growth in core business areas and has acquired, or established from scratch, additional complementary businesses and trading activities, thereby taking advantage of its strong regional and commodity based infrastructure. It is now recognised as one of the world's foremost specialist trading business, achieving revenues in excess of two billion US dollars. Both turnover and profitability have increased significantly in recent years and the group is financially very healthy and well positioned for further investment and the expansion of existing activities.

Although head-quartered in the Far East and still with traditional and substantial interests in Asia and the Pacific Rim, the group now has 33 offices situated in all five continents as well as a complement of exclusive agencies which insures global coverage. The Group's financial strength and in-depth knowledge of supply and demand in regional markets, mean that it is ideally placed to take full advantage of global flows of industrial raw materials and the traditional soft and agricultural commodities.

The Group comprises a number of autonomous divisions embracing: Agriculture, Energy, Finance, Logistics, Metals, and Technology. Collectively, these divisions are active in businesses as diverse as refined petroleum products, petrochemicals, coal and coke, metals, ores and alloys, agri commodities such as cocoa, sugar, rice, trade finance, international trade risk management and insurance, chartering, logistics, and ship and fleet management. In recent years emphasis has been placed on developing regional distribution infrastructures and adding value in the trade/distribution chain.

The Energy Division is a world class supplier of fossil fuels, supplying steam coal to the power generation and cement sectors, coking coal, coke, anthracite and pci coals to the steel industry. The supply of energy materials has considerable synergy with other activities within the Group, notably with the Metals, the Trade Finance and the Logistics Divisions. The Energy Division recorded a very good year in 2001 on the back of a strong global demand, turnover grew by nearly 39% and operating profit increased significantly. The outlook for 2002 is extremely positive and the group has recently expanded sourcing from China, asset ownership in Australia, opened new sources from Indonesia and continues to increase its presence in the Former Soviet Union.

As part of a programme of planned growth and the consolidation of existing activities, the group now plans to expand its coal trading capacity and the decision has been taken to recruit a team (both physical and paper) to strengthen the Group's activities in London.

This role calls for a young and ambitious traders with several years experience of coal and or energy trading with sound understanding of both physical and derivatives aspects. It is a career opening that will provide a thorough induction into the Company's International Energy Division and will present ongoing opportunities to progress in a top level global

trading team. The position reports directly to the Head of the Energy Division who is based in New York.

C N Consultancy has been retained to identify candidates of suitably high ability who will be attracted by the prospect of joining a world-leading coal and coke trading business.

JOB DESCRIPTION

Job Title: Coal Trader

Location: London

Responsible to: Head of Coal and Coke Trading, New York

Working Relationships:

The candidate will work as an integral member of a team of specialist Coal and Coke traders based in the London office and will be expected to develop strong working relationships with colleagues throughout the Group.

Areas of Accountability:

The overriding objective of the role is to seek new opportunities for profitable trading, taking full advantage of the Group's global resources.

This embraces:

Profitable trading on a day to day basis including sourcing, marketing, trading derivatives, and risk management.

Opening doors and building strong personal relationships with producers, consumers, financial and banking institutions, traders and brokers.

Developing and introducing value added products in the target sectors, mainly European consumers including power utilities, steel mills, cement producers, ferro alloy producers, distributors and traders.

Seeking and developing opportunities to extend sourcing of coal, involving long term contracts, projects, joint ventures and barter transactions.

Monitoring day-to-day developments in the global market and reacting positively and creatively to international economic and political developments. Forecasting market direction.

Identifying and developing opportunities in which the Group's financial strength can be used in strategic alliances and investment and acquisition opportunities with producers, processors, distributors and consumers.

Communicating with shipping and back office colleagues to ensure efficient operation of all support systems and completion of contracts.

Risk evaluation and regular reporting to the Head of Coal and Coke and to the Risk Committee on transactions, financial commitments and profitability.

CANDIDATE PROFILE

Age:

There are no rigid age limits, but it is anticipated that this opening is most likely to be of interest to someone in the early stages of their career, probably between the ages of 25 and 35.

Qualifications:

A degree or business qualification would be valued, but is not essential. The ability to conduct business in languages other than English, particularly German and Russian, would be a great advantage.

Location:

Following a period of integration into the group involving several months in various locations such as Australia, New York, Hong Kong etc, it is envisaged that the permanent location for this post will be London.

Experience:

Candidates should have a minimum of two years experience of trading coal or energy products, either derivatives or physical, with a major international trading house or financial institution

Experience should include the following:-

A personal record of profitable trading, marketing and trade finance involving international markets including first hand experience of physical trading and of the use of derivatives in international energy trading.

An understanding of and familiarity with the global pattern of supply and consumption and familiarity with producers and markets, regional politico/economic dynamics affecting the international movement of coal.

Personal contacts with producers, traders, processors, shippers, consumers, banks and other financial institutions.

A sound grasp of the mechanics of trading and reporting systems, risk evaluation etc.

Personal Qualities:

This role will require:

The initiative, energy and determination to succeed in a trading and business development role.

The ability to work as a team player within a diverse international group.

The confidence, maturity and management potential to enhance the Company's standing in international markets.

REWARD PACKAGE

There is no pre-determined remuneration package. It will be individually negotiated to reflect experience and trading record in order to attract candidates of suitably high potential for this career appointment.

The Company also offers a range of social benefits including pension plan, life insurance, private health cover, and assistance with relocation.

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