

RECRUITMENT OF

SENIOR TRADERS - PRECIOUS METALS (PLATINUM)

Major Internationally Reputed Trading Organisation)

BACKGROUND

Our client is one of the world's best known international trading and finance houses maintaining offices around the globe, with activities consisting 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 its substantial capital, provide the resources that have enabled it to expand and carry on its profitable activities for several decades.

The Precious Metals Division includes three business units embracing bullion dealing, merchanting, and merchant banking.

The bullion-dealing unit trades gold, silver, platinum, palladium, rhodium, ruthenium, iridium, osmium and rhenium. They are market makers for platinum and palladium in the interbank market and also make markets for the other

platinum group metals. For gold and silver, they are primarily market users although they trade an active options book.

The merchanting unit buys and sells all the physical precious metals and maintains relationships with a global array of producers, industrial consumers, processors, central banks and other institutions. They offer spot, forwards, options, short and long-term contracts, and refining services.

The merchant banking unit activities include credit-related transactions and advisory services.

The Corporation is now planning the next phase of its development with the new appointment of one or more Senior Traders, who will specialize in platinum and platinum group metals. These traders could be based in Switzerland, USA East Coast or Asia, probably Singapore.

Suitable candidates for this important international appointment are likely already to have an established reputation as an experienced players in precious metals trading.

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

JOB DESCRIPTION

Job Title: Senior Trader, Precious Metals Division

Responsible to: Chief Operating Officer

Working Relationships:

The candidate 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 is to develop the organisation's position in platinum trading, taking full advantage of the Group's global resources and exploring all opportunities for profitable trading and investment.

This embraces:

Profitable trading, including sourcing, marketing and financing on a day-to-day basis.

Opening doors and building strong personal relationships with mines, refiners, 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, refiners 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.

Managing positions within authorised limits and lines of credit, and regular reporting to the Chief Operating Officer.

CANDIDATE PROFILE

Age: There are no rigid age limits, given the required experience and personal qualities.

Qualifications: A degree or business qualification would be valued, but is not essential.

Location: The posts will be based in Switzerland, USA East Coast or Asia, probably Singapore)

Experience:

Candidates should have a minimum of five years experience with an internationally known precious metals trading organisation.

Experience should also include most of the following:-

A sound overview of the global pattern of precious metal 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, refiners, producers, traders, investors, banks and other financial institutions.

A sound knowledge of the workings and use of terminal markets and risk management in general.

A sound understanding of contracts, finance, insurance, freight, warehousing, etc, related to precious metal trading.

Personal Qualities:

The successful candidates will:-

Have drive, determination and the ability to stand alone in a trading and business development role.

Be a team players.

Have the maturity to enhance the Company's reputation internationally.

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.