

Aluminium Alloys and Primary Sales area head for Latin America region, RUSAL

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Company: Different Technologies Pty Ltd.

Location: dubai

Category: other-general

Companybackground

United Company RUSAL is one of the world's largest aluminium producers and the biggest low carbon aluminium producer. We are looking for a Trader (Sales Unit head), aluminium alloys and primary , who will take a leading role in the development of sales in Latin America, and join one of the best commercial team in base metals.

The purpose of the role

Through excellent market insight into long term consumption trends, competitive landscape and customer relationship developments in Latin America, achieve the maximum commercial value within the regional client portfolio by developing sustainable aluminium alloys and primary sales to key clients in Latin America, whilst considering the competitive environment.

Key responsibilities

To build, manage and constantly develop the regional sales book with new and existing customers by promoting the Company's different product lines, ensure growing volume with optimizing product mix. By analysis of market and consumer environment, including competitor activities, develop opportunities for market share and margin growth, and market defense activities. Develop and maintain improvement activities that continuously raise the level of customer satisfaction with our products and services. Define and manage the level of risk that enables the value of our sales whilst protecting against negative market outcomes. Build, implement and improve the supply chain to maximize the total transaction value whilst meeting the customer's expectations. Identify and continuously improve Sales performance by developing internal systems through the collaboration with

other functions.

Desired skills and experience

1. Bachelor Degree in Economy, Commerce;
2. Languages: English and Spanish – fluent. Portuguese is an advantage.
3. Qualities: excellent communication skills, extrovert character, pro-active and taking initiative, strong analytical, organization and planning skills, problem analysis and problem-solving, corporate spirit, commitment.
4. Work experience: minimum 5 - 10 years in base metals sales.

Experience in aluminium alloys or aluminium semi-fabricated products sales or in aluminium alloys purchases, deep knowledge of aluminum alloys market and the end-use.

5. Knowledge and skills: advanced knowledge of international trade techniques, INCOTERMS 2020, LME/hedging, financing and payment instruments. Knowledge of shipping routes in Latin America. Good command of general MS Office application suite.

#J-18808-Ljbffr

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