

# United Arab Emirates Jobs Expertini®

## Petroleum Lead dubai

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### The Role:

Define and implement overall trading strategies for Crude oil, refined products, and their derivatives across major global markets. Lead a team of experienced traders to maximize profitability and manage risk within established guidelines. Monitor global market trends, analyse supply and demand dynamics, and identify profitable trading opportunities. Negotiate and finalize complex purchase and sales transactions with counterparties worldwide. Manage physical oil positions across storage facilities and optimize logistics. Oversee trading activities across various desks (e.g., Crude, Products, Derivatives) and ensure seamless coordination. Develop and implement robust risk management frameworks to mitigate market volatility and financial risk. Build and maintain strong relationships with key counterparties, including producers, refiners, and storage providers. Foster a high-performing team culture, promote professional development, and mentor junior traders. Provide strategic insights and recommendations to senior management on market trends and potential business opportunities.

### Qualifications:

Master's degree in finance, Economics, Energy, or a related field, preferably with an MBA. Minimum 10 years of experience in physical and/or derivatives trading of crude oil or refined products. Extensive knowledge of global petroleum markets, pricing mechanisms, and trade flows. Proven track record of profitability and risk management in a high-pressure trading environment. Strong leadership and team management skills, with the ability to motivate and inspire others. Excellent communication, negotiation, and presentation skills. Ability to

work independently, make quick decisions, and thrive under pressure. Fluency in English and additional language(s) a plus.

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