

Company Description

Bathco, as member of the Encore Resource Group, is a leading trader and provider of raw materials and services, used for the electrolysis process in the Aluminium industry with own industrial operations. Our aspiration is to find the best solutions for our customers, allowing them to optimize their processes and reducing their operating costs.

Bathco's head office is in Zurich, Switzerland, with branches in China, India, Europe and Africa and continuously expanding.

To support our ongoing growth initiative, we are looking for a new

HEAD RAW MATERIALS TRADING

You should be a professional with at least 5 or more years' experience in physical raw materials trading or procurement within the primary Aluminium industry.

Responsibilities

- Identifying trading potentials and working out proposals for existing and new customers (currently the following raw materials are dealt with: Alumina, AIF₃, Bath Material, CPC, CTP, Carbon Anodes)
- PnL responsibility
- Managing existing relationships with customers and suppliers (frequent international traveling necessary)
- Negotiation of contract terms with trading partners as well as drafting/issuance of contracts
- Close cooperation with Middle-Office / Logistics department to ensure smooth contract execution
- Updating internal sales/trading-systems on a regular basis

Requirements

- Strong experience of at least 5, better up to 10 or more years in procurement or trading of raw materials, related with the primary Aluminium production
- In-depth know-how of several Aluminum raw materials and relevant network in this industry (with suppliers and/or customers)
- Bachelor or master degree in engineering, business administration or economics; any further education i.e. an MBA is a plus
- Ability to identify opportunities and transforming them into results
- Self-driven, service and goal oriented, well structured, networker
- Excellent communication skills, both internally and externally
- Excellent written and oral English skills is a must, German and any other language is an advantage
- Very good IT skills, especially Excel

We offer a dynamic, innovative and challenging environment. We ask for a high flexibility from you and in return offer a high degree of autonomy.

This position is based in Zurich, Switzerland with frequent international traveling.

We are seeking for the most talented professionals and are looking forward to receiving your application and CV with picture. Please send all documents to: hr@bathco.ch