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# NORWEGIAN SPEAKING BUNKER TRADER TRAINEE MIDDELFART

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Are you passionate within sales and are you interested in bunker trading? Are you also eager to join a global leader within the industry? Then join us as our new Bunker Trader Trainee.

Since the start of activities in 1981, Dan-Bunkering has been a pioneer in the bunker trading business and has rapidly become one of the world's leading bunker companies. As part of our growth strategy we are looking for a talented Bunker Trader Trainee with flair for sales to join the team in our office in Middelfart.

## JOIN A TALENTED BUNKER TRADER TEAM

As a Bunker Trader Trainee, you will become part of a well-established trading team which is both experienced and passionate about bunker trading. Your main focus will be to build a customer portfolio based on the Norwegian market. More specifically your daily tasks will include:

- Understanding customer needs, negotiating prices and closing deals
- Interaction with local ports and supply agents to arrange deliveries
- Identifying business opportunities and supporting business development activities
- Establishing new accounts as well as maintaining and nurturing a stable customer portfolio
- Building in-depth knowledge on the Norwegian market

As a trainee, you will be attending courses at the Danish Shipping Academy. You will get a two-year education combined with the professional experience you get as a Bunker Trader. You will have a mentor within the trading team who will take the lead in your learning, providing detailed training on the industry you will be working in. The next step will be to establish an understanding of the market as well as developing your own relationships and sourcing channels.

Your progress will be reviewed throughout the programme and at the end of the two years, if you are successful, you will be offered a permanent position as Bunker Trader in Middelfart or in one of our other offices worldwide.

## THE IDEAL CANDIDATE

You are a person with a great passion for sales and flair for communication. As our new Bunker Trader Trainee, you have completed HHX or a similar business education. Alternatively, you possess a relevant educational background within business or sales, preferably within shipping, but this is not a requirement. It is important that you are a successful salesperson with a strong winner mentality. Additionally, you:

- Are a social and communicative person with a proactive approach to sales
- Are an ambitious individual with a high level of energy
- Have knowledge about the shipping industry
- Are fluent in both written and spoken English and Norwegian.

## JOIN US NOW

At Dan-Bunkering we know by experience that highly skilled and extremely dedicated employees make a world of difference for our clients. It is vital to us that all employees enjoy a high level of well-being, thus we offer a challenging and varied working life depending on individual wishes, ability, and potential.

Want to join the team? Then please apply via [www.dan-bunkering.com](http://www.dan-bunkering.com). We process applications as they are received, and the program will commence once the right candidate has been identified. If you have any questions about the job, please do not hesitate to contact Sales Manager Kenni Goldenbeck at +45 6421 5405.

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*Dan-Bunkering is one of the leading bunker trading companies in the world specialising in purchase, sale and supply of fuel as well as risk management and associated services. The head office is situated in Middelfart with offices in Copenhagen, Shanghai, Kaliningrad, Singapore, Monaco, Houston, Beijing, Dubai, Stamford, and Sydney. More than 70 dedicated and service-minded bunker traders are ready to guide new and existing clients. Dan-Bunkering is part of a professional and financially strong group with interests in ship-owning and shipping activities. For more information about Dan-Bunkering please visit our website [www.dan-bunkering.com](http://www.dan-bunkering.com).*

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