**ROLE PROFILE**

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| **Role Title** | Trading Manager | **Location** | GB or Ireland |
| **Business Unit** | GFR Procurement |  |  |
| **Reports to Role Title** | Senior Buyer |  |  |

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| **PURPOSE** | | | |
| You will be responsible for managing the clearance of overstocked products in international markets outside the domestic market while seeking and identifying reciprocal purchasing opportunities . You will identify profitable opportunities, establish partnerships with international buyers, and negotiate favourable terms to maximise revenue while maintaining brand integrity. You will utilise strong commercial acumen to understand the portfolio, competitor landscape, and international operating context to allow leverage against the direct distributers in GB & IOI | | | |
| **CORE ACCOUNTABILITIES** | | | |
| **Market Research & Opportunity Identification:**   * Analyse markets to identify potential buyers and opportunities for overstocked products. * Monitor trends, competitors, and pricing strategies in targeted regions. * Assess market regulations, customs requirements, and trade barriers.   **Sales & Negotiation:**   * Develop and maintain relationships with distributors, wholesalers, and retailers in international markets. * Negotiate contracts, pricing, and payment terms to ensure profitable deals. * Execute sales strategies for high-volume product clearance while minimizing risk.   **Logistics & Supply Chain Coordination:**   * Work with the logistics team to arrange international shipments, ensuring compliance with import/export regulations. * Manage documentation, including invoices, shipping documents, and customs declarations. * Track shipments to ensure timely delivery to buyers.   **Financial & Risk Management:**   * Monitor currency exchange rates and optimize transaction terms. * Evaluate credit risks and work with the finance team to manage payments and receivables. * Maximize margins while adhering to company policies on discounts and pricing.   **Brand Management & Compliance:**   * Ensure clearance activities align with the company’s brand guidelines and reputation. * Adhere to all legal and regulatory standards, including anti-dumping and trade laws.   **Reporting & Analysis:**   * Provide regular updates on sales performance, market insights, and profitability. * Maintain detailed records of transactions and buyer relationships. * Use data to refine and improve clearance strategies. | | | |
| **CONTACTS/ KEY RELATIONSHIPS & NATURE OF INFLUENCE** | | | |
| * Internal: Marketing, Sales Support, Supply Chain, Finance, Channel Strategy and Planning. * External: Distributors, Key Account Clients, Industry Partners. | | | |
| **KNOWLEDGE / EXPERIENCE / SKILLS** | | | |
| * Proven experience in international trading, wholesale, or FMCG sales, preferably in product clearance or overstock management. * Strong understanding of global markets, trade regulations, and logistics inclusive of duties and legislative framework for importing and exporting * Excellent negotiation, communication, and relationship-building skills. * Ability to work independently, with a proactive and results-driven approach. * Proficiency in, ERP tools, and Microsoft Office Suite. * Willingness to travel as required. | | | |
| **TECHNICAL / BEHAVIOURAL / PERSONAL COMPETENCIES** | | | |
| * + Knowledge of Microsoft Office Suite (Excel, PowerPoint, Word) for data analysis and presentation.   + High adaptability to changing market conditions and business environments.   + Excellent problem-solving abilities to address challenges and seize opportunities.   + Effective decision-making skills to drive strategic initiatives.   + Exceptional organisational skills to manage multiple accounts and projects.   + Strong resilience and perseverance in achieving targets under pressure.   + High level of creativity and innovation in developing strategies.   + Excellent time management skills to prioritise tasks effectively.   + Strong emotional intelligence to build and maintain positive relationships with stakeholders. | | | |
| **ROLE DIMENSIONS** | | | |
| No of Direct Reports | 0 | Financial Impact (Direct) |  |
| Total Team Size | n/a | Financial Impact (Indirect) |  |
| No of Locations |  | Other/ People Manager (No) |  |