

## **CURRENT OPPORTUNITIES:**

### **INTERNATIONAL FOOD TRADER**

**B. Terfloth + Co. (U.S.A.) Inc.**

**Atlanta, Georgia**

A premier exporter of food products, B. Terfloth + Co. (U.S.A.) Inc. invites successful Traders fluent in Spanish and English to join its award winning team. We are offering a challenging position in the worldwide trading of food and grocery products and are looking for a candidate with a proven track record of profitable trading. In collaboration mindful of both personal and Company growth, the candidate will draw on both the company's and their current network of customers, suppliers and supply-chain support to continue successfully developing existing and new business.

Charismatic, affable, discrete and a team player, the candidate is capable of forming mutually beneficial long-term client relationships with both suppliers and customers.

#### **Company Profile**

With critical focus on the client's needs, we are a long established, award-winning, group of international trading companies. We are known for our integrity, excellent customer service and ability to respond quickly to market changes. B. Terfloth + Co. (U.S.A.) Inc. is poised for its next phase of strategic growth and requires a well-rounded candidate to join its team.

#### **Job Description**

- Formulate, achieve and surpass sales budgets
- Identify new Markets for the products offered by the company
- Maintain, renew and expand existing client base
- Conduct and ensure the proper fulfilment of the sales and purchase contracts
- Undertake necessary actions to create and expand profitable long-term business
- Plan, cost, negotiate and execute purchasing of ambient and or frozen food products from global market place
- Constantly improve and expand network of suppliers and customers
- Monitor market conditions and evaluate new business possibilities

#### **Qualifications**

- Minimum 5 years' experience as a Trader in the food category with demonstrated success

- Demonstrate full understanding of documentation, logistics and the legal context of transactions relating to import and export of food products
- Display Integrity, maturity and resourcefulness
- Strong reasoning ability, mental agility, capacity to multitask and negotiate successfully
- Excellent bilingual written and spoken communication skills and Bachelor's Degree in Commerce or related field
- Keen interest in current events relating to business matters
- Ability to work in a team setting and in a fast paced office environment
- Demonstrated ability to achieve goals performing as team player giving support to other projects where required
- Ability to consistently budget and deliver agreed sales and profit targets

We recognize people as our most valuable asset. We offer competitive salary commensurate with experience, knowledge and performance as well as a complete benefits package.

Interested parties should send their C.V. to Mr. Vince Cerone at [vcerone@terfloth.com](mailto:vcerone@terfloth.com)