

## **Job Description – Bunker Trader (Supply)**

### **Objective of Role:**

Bunker Traders are an integral part of Integr8's trading business model. They are responsible for securing the best commercial terms possible with physical suppliers in the regions they operate and be the conduit of information between Integr8's customer traders and suppliers' market.

### **Core purpose of the role:**

To liaise with Japanese / Korean suppliers regarding the supply of bunker fuel and to manage, build and maintain business relationships with current and potential suppliers.

### **Summary of responsibilities:**

- Conducting market research to identify prospective new customers and winning new business
- Marketing Integr8 to third-party customers
- Bunker sales for a range of third-party customers
- Planning ideal bunkering ports for the voyage the vessel is planning
- Liaising daily with existing 3rd party customers
- Maintaining and improving the Bunker Trading Platform
- Managing the risk management activities of the supply/sales contracts in accordance to corporate tolerances such as mVar, Flat Price limit (Quantity), Stop Loss (USD), and Paper Tenor (Month) etc
- Employ risk management and profit optimizing strategies including but not limited to Fixed Forward Price (FFP), Capped Supply Contract (CSC), Discounted Floating Price (DFP), Physical Collar Contract (PCC) etc
- Daily DER (daily exposure report) to capture exposure

### **Requirements**

- 1-2 years in a similar role
- An interest in the shipping market
- Proactive mindset
- Commercially driven
- Ability to work autonomously as well as in a team
- Strong negotiation skills or a willingness to learn
- Willing to travel to meet suppliers (normally twice a year)
- Ability to build relationships at all levels