



## JOB PROFILE

### JOB TITLE: SENIOR TRADER AND MARKETER, LONDON

## INTRODUCTION

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Twin is a development through trade organisation that works with 33 producer organisations representing 300,000 coffee, cocoa and nut smallholders in 17 countries across Latin America, Africa and Asia. Twin Trading works to access value-added markets for producer partners and offers customers quality coffee with development impact. We are engaged throughout the value chain and continue to work with our partners to ensure we offer a best value proposition and new market demand enabling sustainable, scalable and meaningful change.

## MAIN PURPOSE OF THE JOB:

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- To trade coffee from Producer Organisations (POs) to a portfolio of final clients.
- To facilitate meaningful long-term partnerships between POs and final clients.
- To market PO coffee effectively as to deliver reasonable volume & price objectives.
- To work with POs & clients to ensure commercial value chain relationships are sustainable.
- To advise POs on the trade-offs associated with certain contracting methods and models.
- To ensure effective management and key aspects of TTs business is achieved.
- Advise & collaborate on development and execution of POs marketing strategies.

## RESPONSIBILITIES AND ACCOUNTABILITIES

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### Trading

- Deliver the strategy, vision and targets for key origins and destination markets as agreed with the Head of Trading and Marketing (HoTM). Nurture relationships with POs and customers.
- Trade coffee & cocoa: Negotiate prices, prepare costings and offer value to suppliers/buyers.
- Ensure POs receive appropriate contracts on time to enable payment and financing to occur.
- Oversee contract follow-up with Twin's Logistics, Finance and Twin Quality Department.
- Ensure effective risk management is undertaken throughout the value chain.



## Marketing & Projects

- Provide POs with information on global market profile and developments.
- Collect and disseminate this marketing information as required by Programs.
- Advise POs on Price Risk Management and assist to develop marketing strategies.
- Collaborate with the Twin Programmes team to generate ideas and deliver value.
- Accompany, represent & promote PO coffee at tradefairs, client visits and PO visits. Listen to needs of partners, make recommendations and deliver change effectively.
- Collaborate with Twin Programmes team to streamline project and trading goals.

## Strategy

- Contribute to the development of Twin's Trading & Marketing Strategy.

## Internal management

- Train and mentor Trading & Marketing Partners and Colleagues.

# PERSON SPECIFICATION

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- Identification with Twin's mission, commitment to Twin's values, and interest to work closely with coffee producer organisations (POs). Commitment to Cooperatives.
- Excellent Knowledge of high value international coffee markets, especially specialty & certified. Excellent knowledge of the commercial coffee sector and pricing.
- Experience in managing international coffee value chains from PO to importers and roaster including contracts and logistics. Ability to analyse and manage trading risks.
- Ability to identify and develop market opportunities of interest to Twin and POs.
- Ability to develop excellent relationships across an international team, and with coffee producers and buyers.
- Advanced coffee cupping experience, preferably to Q grader level.
- Fluency in English essential; good working knowledge of French and Spanish and Portuguese would be highly desirable.
- Ability and willingness to travel regularly overseas.
- Strong interpersonal skills and communication skills.

# POSITION IN ORGANISATION

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Reports to: Head of Trading and Marketing (HoTM)

Has support from: Programmes team, Logistics and Certification Officer, Coffee Quality Officer

# PACKAGE

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Salary: Depending on experience.

Hours: 35 hours/week

Location: London, Twin office.



## PROCESS

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Please send us your CV and cover letter to [Jobs@twin.org.uk](mailto:Jobs@twin.org.uk) explaining your suitability for the job and indicating the job title in the subject by 9:00 am on **15<sup>th</sup> June 2018**.