

# Alternative Feeds Trader



## Role Description:

Reporting to the Trading Manager you will be responsible for the day to day trading of alternative feeds to meet the budgeted volume and margins. In this role you will be trading alternative feeds to the customers and prospects of Mole Valley Feed Solutions, working with the Senior Traders and Field Based Sales team.

## Your Responsibilities:

- Communicating with customers, prospects, and sales team via incoming and outgoing calls, handling them in a friendly and efficient manner, providing an impeccable level of service
- Continually keep informed of the commodities market and pricing, liaising with our suppliers to ensure value for money to the customer
- Understand the raw material market and keep regularly updated to ensure a proficient level of knowledge to enable accurate communication to our customers and sales team
- Proactively work with the Field Sales team and other colleagues within the business to identify potential prospects and contact them accordingly
- Maintain an accurate day book and record all communications on the BAM system
- Minimise risk to the business by managing the trading positions for all products under your control, working with the Trading Manager and the Head of Trading
- Understand the company computer system with regards to the processes involved
- Manage the raw material book to ensure contract uptake
- Maintain and update files, pricelists, and records, within your area of responsibility
- Attend supplier and staff meetings when required
- Support the Feed Solutions team and attend any promotional events or shows when required
- Maintain and develop technical literature and sales aids in conjunction with the Head of Nutrition and the Marketing department when required
- Prepare articles for the Mole Valley newsletters and submit them by the required deadlines
- Keep up to date on our competitors' activity and any trade developments that may occur and report this to the relevant people
- Being prepared to undertake any other work that may be required from time to time as requested by the Head of Trading

## Personal Specification:

Requirement
<b>Experience:</b>
UK agricultural experience
<b>Knowledge/Skills:</b>
Able to work in a fast-paced environment where decision making is crucial
Ideally, technical knowledge of livestock nutrition
Familiarity with either the Straights or Grain markets



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Knowledge of marketing trends and strategies
Numerically sound, with
A flexible and adaptable approach and willingness to learn new skills
Computer literate with a working knowledge of Microsoft Office package
Well organised, responsive and cost aware
You must be customer focused, commercially minded and target driven with a proactive mindset
<b>Personal Attributes:</b>
Able to effectively build relationships
Self-motivated, a good planner and logical problem solver
Enthusiasm and determination
Able to work as part of a team

## Behaviours for the role and in line with The Power of Mole:

- **Customers First** – we are always approachable, friendly, and considerate to the needs of our customers
- **Honest** – we have an open way of working and are always respectful of one another
- **Committed** – we exist to serve and protect British agriculture and are committed to those who share our way of life
- **Knowledgeable** – we use our influential voice to create change and support our customers
- **Courageous** – we are passionate and creative people who feel confident to challenge others
- **Innovative** – we work collaboratively as a team to deliver solutions that make a difference

