

We are an Antwerp based steel trading and distribution company with a thorough market know-how and trading experience acquired over the last 25 years. It has an established commercial and financial international network, with local representatives in the major global steel markets.

## **EXPERIENCED STEEL TRADER WITH CUSTOMER PORTFOLIO EUROPE**

You will further develop our European customer base. These contacts will be service centers, distribution channels and mostly end-users.

You will be responsible for increasing our overall sales volume through direct sales; prospecting new opportunities; establishing close personal relations with existing and new clientele; providing a value added support to the customers; feeding the central management reporting system with market info and discovering new opportunities and handling mostly prime products.

You are fluent in Dutch-English, you have a knowledge of German which is an asset, you have good interpersonal and presentation skills, you have at least 10 years of experience in trading of steel, you are prepared to be out on the road for more than half of the time, and prepared to travel intensively, you like to work in a small team and you can work independently and are not afraid to come up with ideas / initiatives.

We can offer you a challenging job in an ambitious and dynamic environment, a permanent contract, a good incentive driven salary package, including bonus and fringe benefits.

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