



CLIPPER OIL

MARINE FUELS

POSITION DESCRIPTION

TITLE: Bunker Trader

LOCATION: Singapore

Company Background:

Clipper Oil is a worldwide wholesaler of marine fuels and lubricant oils specializing in supplying petroleum products to vessels throughout the Pacific Ocean. Operating internationally from our headquarters in San Diego, Clipper Oil also maintains offices in Singapore and American Samoa and warehouses in the Marshall Islands and Federated States of Micronesia. Our clients include cargo ships, commercial fishing fleets, container ships, cruise vessels, military/government vessels, ocean-going yachts, research vessels, tugboats, power plants and service stations. Established in 1985, Clipper Oil has been a recognized supplier of quality petroleum products and services to the maritime community for 35+ years.

Job Description:

Clipper Oil is currently seeking a full-time, reliable, highly detail oriented, confident, career driven individual to fill our Bunker Trader position. Clipper Oil's headquarters are based in San Diego, California, USA. Our Singapore office was established in 2011 and works directly with our USA and American Samoa offices, so this role would work hand-in-hand with the Senior Bunker Trader at our Singapore office.

Primary responsibilities include (but are not limited to):

- Fuel/Oil/Bunker Trading
- New business development and client prospecting.
- The principal role of a Bunker Trader is to facilitate transactions between the fuel/bunker supplier and the client.
- Responsible for the purchase and sale of marine fuel/bunkers to shipowners, operators, charterers and traders.
- Maintain strong relationships with suppliers to service client requirements worldwide.
- Build long lasting relationships with clients, suppliers, business associates and other stakeholders.

Day-to-Day Duties:

- You will be required to negotiate purchase and sales prices with our worldwide supplier and customer network.
- Efficiently deal with incoming inquiries and ensure timely quotations and delivery/movement of petroleum products.
- Manage customer accounts with direct responsibility for negotiating and executing sales transactions from start-to-finish: quoting, negotiating, confirming, delivery, and post-delivery service and support.
- Work with our Operations Team and Credit Team to ensure all aspects of a trade is profitable, efficient and compliant.
- Make sales calls, cold calls, setup meetings and prospect potential new clients. Developing new business is a key part of this job.

Requirements/Professional Skills to include:

- A Bachelor's Degree or Diploma
- Background in the maritime/shipping, brokering/trading, oil/bunker or other relevant experience is required.
- Minimum of 3+ years of sales or trading experience in a similar office environment. Proven track record in sales.
- IT proficient. Excellent knowledge of all Microsoft Office applications (Outlook, Excel, Word, etc).
- Experience working with CRM systems is a plus (i.e. Microsoft Dynamics, Salesforce, Netsuite, etc.).
- Resourceful, goal oriented, performance and results driven with an ability to multi-task and a strong attention-to-detail.
- Exceptional negotiation skills.
- Good communication and interpersonal skills. Relationship building.
- Strong analytical and quantitative skills. Comfortable with currency conversions, volume conversions and profit margins.
- Must be comfortable receiving 150+ e-mails per day.
- Strong business development mentality. Ability to develop business from scratch. Prospect for new customers.
- Willing to work longer, flexible hours, and deal with different time zones/overseas/international customer base.
- Complete fluency in English; proficiency in other languages is a plus.

Only qualified and experienced candidates need apply with resume and state current and expected salary.

Salary commensurate with experience.

Qualified candidates should e-mail their resumes to careers@clipperoil.com

We regret to inform that only shortlisted candidates will be notified.

We encourage you to visit our website to learn more about our company: www.clipperoil.com

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