



Den Berk Délice – Senior Trader AGF

Responsibilities

- As a Senior Trader AGF at Den Berk Délice, you will be responsible for day trading/direct sales within the Sales department. Together with your team, you will trade Belgian and imported products daily to (European) customers. You ensure that fresh products are sold on time, keeping commercial objectives and customer satisfaction in mind.
- You will maintain and build strong relationships with customers, allowing you to act quickly and stay closely informed of market developments.
- You will expand the day trading segment and actively seek new customers.
- Internally, you will keep communication lines short and coordinate regularly with colleagues from Procurement, Sales, and those responsible for sales and inventory planning.
- You will lead a team of three people: two Trade Sales Representatives and one Sales Support Representative. You will motivate them to achieve commercial goals and ensure customer satisfaction.
- You will be responsible for budgeting the day trading segment and closely monitoring results. Additionally, you will provide regular reports to management and the executive team.
- Together with your team, you will proactively respond to market trends, opportunities, and customer needs.

Profile

- Bachelor's or Master's degree or equivalent through experience.
- At least 5 years of experience in Trade in the food/AGF sector or a commercial environment with a similar dynamic.
- Experience in leading and motivating a team.
- Knowledge of trade, procurement, and negotiation strategies.
- Excellent communication skills and a strong ability to build and maintain customer relationships.
- Driven and results-oriented.
- Strong analytical skills.
- Proactive and entrepreneurial mindset.

What can you expect from us?

- A **challenging commercial role** with impact and responsibility.
- An **attractive salary package** with additional benefits.

- A **dynamic and rapidly growing food environment**.
- Opportunities for **personal development and growth**.
- A **close-knit and driven team** with short communication lines.

<https://www.denberk-delice.be/>