

Commercial Trainee

Based in Ho Chi Minh, Vietnam



The Role

At ADM, we actively foster employee development at every career stage. Our traineeship program facilitates an understanding of all aspects of our business in preparation for a role in our Origination Commercial team. You will undergo a structured (but flexible) learning plan, while gaining practical experience in the commodities trading business. The traineeship typically lasts between 12 to 16 months with a potential for overseas assignments for strong performers. During your traineeship, you will be provided with support by a mentor from our commercial team.

Responsibilities:

- Develop a deep understanding of the trading business of agricultural commodities and by-products
- Support overall commercial activities for Origination business unit in Vietnam (including but not restricted to issue trade confirmation, system input, send contracts to customers, etc.)
- Attend client visits with customers, vendors (third party logistics, surveyors, etc.)
- Gain in-depth familiarization of logistical flows and commodity trade flow patterns, both within Vietnam and on an international level
- Develop an understanding of commodities hedging and derivatives markets
- Identify and interpret market trends, including supply/demand, import and export data and competitor analyses, assist to compile & analyze import/export data & statistics
- Apply knowledge of agriculture and business to support daily work of commercial team including reports, customer support
- Execution of shipments. This requires careful monitoring of logistics as well as interpretation of contract terms to fulfill customer requirements and timely appropriations against sales
- Any other duties as assigned

The Candidate

The successful candidate will possess the following:

- A degree in Economics/ Business / Commercial discipline with a focus in agriculture and/or international trade
- Experience working in a commercial environment - maximum up to two years. Fresh graduates are welcomed to apply
- Internationally mobile – willing to accept assignments in different countries on short notice
- Demonstrated interest in trading coupled with a strong drive for success and continuous improvement
- Good communication and presentation skills
- Fluency in English
- Willing to work long hours
- Self-motivated, results-oriented, analytical, customer-oriented and team player

Please send your applications to lingxiu.ow@adm.com before 23 May 2021. Thank you.