



DESCRIPTION

Our Client is an international trading company with over 20 years experience in ferroalloys products, with a presence in multiple locations in Europe, Asia and the US. We are looking for a new Trade Finance Manager (M/F) with previous experience, preferably in trading companies.

QUALIFICATIONS – EXPERIENCE - SKILLS

- Over 5 years of relevant professional experience in an equivalent position within a trading company or a bank active in the CTF business (TFM, TCM, TM)
- Bachelor or master university degree in finance, management or accounting
- Negotiation and risk analysis skills; excellent analytical skills with strong attention to detail; team-oriented with excellent communication skills
- Dynamic, stress resistant, flexible and highly organized
- Fluent in English; any other foreign language will be a plus
- Microsoft Office, Microsoft Dynamics (NAV)

MAIN TASKS & RESPONSIBILITIES

Reporting to Head of Trade Finance, the ideal candidate (M/F) will be the responsible of the following activities:

- **Manage the Trade Finance Team (Trade Finance Officers & Trade Finance Trainees):**
Define tasks and responsibilities, organize work priorities, monitor and supervise a team of 4 people in the Trade Finance Department together with the Head of Trade Finance. Support team members in managing daily activities such as follow-up of trade finance positions and financed deals, interactions with financing banks, investigation of bank charges, etc. Set and develop evaluation methods and help team members in developing their knowhow through continuous support and internal trainings
- **Organize and follow-up the financing of Ferro alloys / Coal businesses:**
Structure and allocate deals to banks for financing purposes in a diligent and efficient manner by checking and monitoring the credit facilities' structure and sublimits utilization. Identify risks and potential mitigations. Gather and check all related supporting documents and information by interacting with the Purchase, Sales and Operations departments (additional agreements, contracts). Monitor new potential additional agreements, amendments and pricing schedules. Inform accordingly both internally (Finance / Accounting / Operations) and externally (financing banks). Coordinate with the Treasury department in order to allocate payments and monitor payment executions
- **Monitor trade finance and cash positions:**
Daily monitoring of trade finance positions. Identify discrepancies with banks' positions. Monitor sublimits utilizations and respect of tenors (transit, warehouse, receivables). Coordinate and interact with Operations, Sales and Risk Manager in order to prevent and manage potential delays in providing documentations and incoming payments in order to safeguard the cash margin available
- **Maintain and develop bank relationships:**
Follow-up of the existing credit facilities (expiry / renewals / improvements / adjustments). Monitor and contribute to optimization of the costs of financing and credit lines' utilization. Participate in commodity and bank events in order to promote the Company affairs and to establish and develop new strategic relationships. Contribute to set up new credit facilities / financing products in order to improve banking support and financial sustainability of the company
- **Contribute to optimize work procedures:**
Interaction and coordination with team members, banks, related counterparties and other departments in order to establish and improve procedures for the follow up of trading activities, costs monitoring, financing procedures, cash positions, etc.
- **Reporting:**
Daily report on cash margin available. Weekly report on credit lines utilization. Periodic reporting on cash margin projections. Various simulations for financing projections purpose. Ad hoc reports requested by top management.

LOCATION & JOB CONTRACT INFO

CH – Lugano, 100% (full time) – Permanent Job Contract

Please send CV (with current photo) by e-mail to luca.frigerio@4uc.ch, showing the **Ref. CO-383**; as stated in the **EU Directive 2016/679 (GDPR)**, please clearly consent to the treatment and processing of personal data present in your CV, for the Personnel Research and Selection exclusively purposes. Please also be kindly informed **we will not be able to process your application without your explicit consent**; this consent may be revoked at any time by writing to: info@4uc.ch. Finally, we will get in touch with you by when your profile will match with the posted vacancy.