

# International Steel Trade Finance Regional Manager USA & Latam

The U.S. is a strategic market for the company. We are looking to recruit a trade finance manager based in Houston/TX responsible for all trade finance activities in the U.S.

## Essential Duties and Responsibilities

- Responsible for placing U.S. trade transactions in the market
- Managing day-to-day relationship with US financial institutions
- Expanding bank and NBF1 relationships in the US and Latin America
- Executing company's daily cash, FX, loan, letter of credit and insurance needs
- Follow up bank limits, risk and cash position of the company
- Coordinating the finance requirements of the company with the Trade Finance Mgr
- Work in coordination with the Operations and Trading departments and coordinate the information flow with financial institutions
- Preparing daily/weekly cash and financial reports.

## Key attributes

- Strong verbal and written communication skills
- People skills including, negotiation, persuasion and influencing skills
- High achiever with relevant professional qualifications
- Adaptable to changing business dynamics
- Culturally sensitive, with international experience and proven ability to report locally and into a head-office structure
- Team player
- Understanding of how a commodity trading company functions

## Key Relationships

- Head of Trade Finance (head-office)
- Group CFO – Luzern Switzerland (head-office)
- President of U.S. Operations - Houston

## Qualifications

- Bachelor's degree
- MBA an asset

## Experience

- 5-8 years of functional experience
- Prior experience with either a trading company or bank
- Strong trade finance / structured trade & commodity finance background
- Advanced knowledge of MS office suite and reporting tools
- Knowledge of Microsoft Dynamics AX (Axapta) ERP an asset

## Languages

- English
- Spanish an asset