

HENRY BATH - JOB DESCRIPTION

Job Title	Group Soft Commodities Development Director
Based	Flexible (with preference for Antwerp, Rotterdam or Liverpool)
Position Type	Full time – Monday to Friday, core hours 09.00AM to 17.00
Reports to	Group General Managers
Context	Established in 1794 Henry Bath is a world leading logistics provider specialising in the storage and shipping of Exchange-traded metals and soft commodities around the globe. Henry Bath is a founder member of the London Metal Exchange and is licensed by the world's premier commodity exchanges, including LME, ICE and CME to issue Exchange-Traded Warrants for metals and soft commodities - primarily coffee and cocoa.
Job Function	<p>Working alongside the Senior Management Team this role is responsible for all aspects of commercial activity related to the storage and distribution of Soft Products for the Henry Bath Group portfolio.</p> <p>Specifically, the core elements of the job function are:-</p> <p><u>Commercial Management:</u></p> <p>The role is responsible for reviewing and developing the current business activities with a specialisation toward Soft products (Cocoa & Coffee). This will include developing new business opportunities for the Henry Bath Group as well as the retention and development of existing clients. This role will elevate and help promote our profile in the logistics and warehousing industry in specific locations in an attempt to grow market share. The successful applicant will implement Marketing and Sales strategies to introduce new customers with particular emphasis on the development of the commercial storage and logistics business. The role will support strategic themes across the business to promote and sell our local and global capability.</p> <p><u>Operational & Strategic Management:</u></p> <p>The role will have significant interaction with the Group's operational teams and in particular the Group's Softs Product Manager. This will therefore require working with the operational teams in order to ensure the successful planning and use of warehouse space efficiently, understanding the correct costings of the activities and proactively advising and reporting on any new business, or strategic development ideas.</p> <p>It will also ensure compliance with regulatory, industry and Henry Bath standards at all times.</p>
Description of normal responsibilities	<p>To satisfactorily meet the core elements of the job function, it is expected that the following description of normal responsibilities will be met as a minimum requirement of the role.</p> <p>Commercial:</p> <ul style="list-style-type: none"> • Primary contact for soft clients • Participate in the development and implementation of sales/marketing strategies and key engagement plans for existing and new customers across the Henry Bath portfolio. • Lead this developmental process related to soft products, including logistical services. • Ensure that any new soft development initiatives are managed and implemented effectively and efficiently. • Attend conferences and other appropriate forums to promote the Henry Bath brand • Develop appropriate marketing material / advise on marketing distribution strategy. • Work with our head office commercial team in analysing data, identification of

	<p>business opportunities and revenue streams</p> <ul style="list-style-type: none"> • Help drive business development and expansion plans • Attend monthly commercial committee meetings and HB management meetings <p>Operational & Strategic Management:</p> <ul style="list-style-type: none"> • Working with the operational teams to ensure resource capacity and Exchange rule compliance for the control of all new intakes of cocoa / coffee into store including weighing and sampling of goods, re-weighing in store and any other associated services. • Understand the cost to serve customers and recommend changes or improvements of operational processes to increase margins, where required. • Provide management support and oversight of administrative matters regarding deliveries, intakes, re-weighs, samples and all communications with customers; • Ensuring security, H&S standards and safe operating procedures are adhered to at all times
<p>Person Specification</p>	<ul style="list-style-type: none"> ▪ Experience of working at a similar level within an softs product line environment ▪ Commercial management experience ▪ Understanding of Exchange rules for soft commodities would be an advantage. ▪ This role requires regular domestic and overseas travel depending on business requirements ▪ Competency in using IT software including Excel, Outlook ▪ Motivated, self-starter with good work ethic, able to work unsupervised under own initiative within Corporate guidelines