



INTERNATIONAL TRADER FROZEN MEAT, POULTRY & FISH/SEAFOOD

WE ARE PRESENT IN MANY MARKETS – AND NOW WE ARE EXPANDING OUR PROTEIN TRADING TEAM WITH AN INTERNATIONAL BULK TRADER

ABOUT THE JOB

As our new International Trader specialized in trading with frozen meat, poultry and fish/seafood, you will join a team of dedicated bulk traders.

We will trust you to manage and grow your own portfolio of suppliers and customers.

In practice, your task will be to:

- Source products and build new supplier relations
- Drive sales and grow customer accounts (daily offers, follow-ups, closing)
- Negotiate prices and terms (spreads/margins, payment, logistics)
- Run execution together with logistics/admin (docs, inspections, ETD/ETA, claims)
- Develop new business in products, origins, and markets
- Visit suppliers/customers and join selected trade fairs when relevant
- Share market knowledge and support the team to win together

What success looks like to us:

- We value a healthy and consistent margin/spread
- Strong, growing supplier & customer network
- Clean execution: correct docs, on-time deliveries, fast issue handling
- A positive, team-first way of working

The markets and products you will work with:

BPI Bulk Division deals in frozen poultry, beef, pork, fish and seafood in Africa, Asia, Middle East, Europe.

ABOUT YOU

You have at least three years of experience in international trading or export sales within frozen proteins or similar B2B commodity markets. You are used to working across borders and cultures, and ideally have experience with markets in Africa, Asia, the Middle East and/or Europe.

You are fluent in English, both spoken and written, and comfortable negotiating and building long-term partnerships with customers and suppliers. You thrive in a hands-on trading role, where you manage deals end-to-end – from offer and negotiation to contract execution and delivery.

As a person, you are structured, proactive and commercially minded. You keep a clear overview, stay calm under pressure, and enjoy working in a fast-paced international trading environment.

It will be an advantage if you also have

Additional language skills such as French, Arabic, Portuguese, Spanish or German.

An existing network of customers or suppliers within the protein or commodity markets.

Experience with inspections, claims handling and participation in international trade fairs.

We know you can:

Buy

Sell

Source suppliers

Build offers

Negotiate the deal

Follow the shipment

... so come and join our bulk trader team!

COMPENSATION & SETUP

- Competitive base salary
- Individual bonus scheme (aligned to your targets and experience)
- Accelerators for building new markets/products

LOCATION

Denmark preferred. Flexible location can be agreed for the right profile.

READY TO TALK BUSINESS?

DM to Daniel Demant on LinkedIn or by email: dde@bpi.nu

BPI IN SHORT: BPI is an international food trading company headquartered in Gentofte, Denmark, with additional Danish offices in Aalborg, Kolding and Middelfart as well as across Scandinavia, Europe, the Balkans, South America and Asia.

The Group generates DKK 2 billion in annual revenue and employs around 100 people across the organisation.

Through our four divisions: **RETAIL**, **FOODSERVICE**, **BULK**, and **DAIRY** we offer a broad range of food products within poultry, beef, pork, fish/seafood, lamb, and cheese, and we also supply vegan and vegetarian products in our own brands as well as private label, sourced from some of the world's leading producers, serving customers worldwide.

All BPI employees focus on offering our customers the best quality at a competitive price, done properly, delivered on time, and always with the highest level of service.

Our everyday work, everything we do – from production and customer service to shipping and in our relationships with colleagues – is guided by our core values:

COMPETENCE – TRUST – COMMITMENT – SERVICE