

Commercial Management Trainee

Access World USA

Company

Access World (100% subsidiary of Glencore PLC) is a global commodities warehousing and logistics business. Access World has its Head Office in Zug, Switzerland and operates in various regions across Europe, the Americas, Africa and Asia-Pacific, each with their own corporate functions including business development, finance, legal, and operations.

We are a diverse and dynamic company looking for people who are driven, committed, and passionate. As we are expanding our Commercial department, Access World USA is looking for an ambitious Commercial Management Trainee.

What to expect

You will start a 2 year intensive training in all relevant fields of value added logistics. The training will be based in our Baltimore, MD location but will also include travel to other US operations. As a future Commercial Manager, you will become responsible for the daily management of existing accounts as well as new business development. The Access World Traineeship offers excellent development and growth opportunities in an ambitious and results-oriented environment.

Commercial Management Traineeship at Access World USA

Your function will be:

- To assist and support the sales team in all its daily functions.
- Prepare analysis, agendas, content, materials and follow up documentation as appropriate.
- Assist sales teams in exploring client needs during the course of the sales process.
- Assist in the preparation of quotes, weekly reporting and KPI reports.
- Prepare P&L's to assist sales teams to make the appropriate evaluations
- Maintain the CRM system with up to date customer and deal data.
- Market research.
- Feasibility to study where required for certain projects.

Potential candidates should possess the following attributes:

- Education level: College Degree
- Good command of English, additional languages are an asset.
- Solid computer skills (MS Office Suite)
- Detail oriented in a fast-paced environment
- Customer oriented and assertive, with a long term vision and commercial flair
- Independent, team player, flexible and solution driven with a creative mind-set
- Ability to communicate effectively with people across all levels of the organization
- Your drive and enthusiasm is key to achieve our common goals
- No previous work experience required.

Please apply directly to the email address below:
AWRecruiter@accessworld.com