



Company	OMEX UK (OMEX Agriculture, OMEX Agrifluids, OMEX Environmental)
Main Site	Saddlebow Road, Kings Lynn
Job Title	Procurement & Trading Manager
Contract Terms	Full time, Permanent

OMEX

OMEX is a dynamic group of companies operating throughout the world, specialising in complex liquid formulations for use in industries, ranging from agriculture to energy. OMEX are looking for an individual to provide support and collaboration across the OMEX group.

Overview of Role

This role as Procurement and Trading Manager will report the Group Trading Director. Raw materials are sourced globally so a willingness to travel to build relationships and a better understanding is imperative. The purchasing and trading activity will be on behalf of all OMEX Group companies so there will be a high level of interaction with multiple stakeholders across the group.

The successful candidate will have a hands-on approach to procurement, relationship management and business development. They will work alongside the Trading, Finance, Operations and Sales team advising on trading matters and providing valuable input to develop and grow the business.

Key Responsibilities

1. Monitor and research markets and trading developments globally.
2. Provide leadership to the company's trading strategy, developing actions to optimise the financial performance and improve the Company's strategic position.
3. Ensure that Company trading and procurement systems are robust, compliant, support current activities and future growth.
4. Forecast stock requirements based upon historical data and market conditions, actively managing raw material availability by location to ensure Operations can meet forecasted sales demand.
5. Evaluate market conditions to control stock levels and storage locations whilst controlling costs with the aim of ensuring profitability targets are met.
6. Support the purchase of all raw material transactions, including activities such as storage, shipping and customs clearance.
7. Establish a high level of credibility and manage strong working relationships with external stakeholders, particularly suppliers
8. Calculate costings of raw materials both for margins and sales quotations.
9. Manage risks associated with trading, including currency exposure and regulatory matters.
10. Analyse and manage business development opportunities.

Qualifications, Skills and Experience

- Hands-on experience in an international business of chemical, fertiliser or other commodity products trading
- Knowledge of international supply chains, logistics, foreign currency and risk management
- Understanding and aptitude of chemical processes
- Dynamic individual with the ability to operate at both strategic and operational levels
- Exceptional communication skills with the ability to work in teams at all levels of an organisation
- Innovative and commercial mindset
- Excellent IT skills
- Strong finance and analytical skills
- Contract management experience
- High performance and deadline-oriented working style
- High integrity and openness combined with commitment to good governance
- Strong negotiation skills
- Cultural awareness
- Full UK driving licence (UK and international travel will be required).

The post holder should support the OMEX team in excellence for the Vision strategy & Focus on the Values of the business (see below).

Vision Strategy

Product Performance	Provide products that consistently meet / exceed expectations. Products that are reliable, efficient, accurate, easy to use and provide optimal nutrition to crops resulting in excellent crop yield, quality and sustainability.
Logistics	Maximum customer satisfaction achieved through efficient infrastructure, accurate demand forecasting, effective system management and cost optimisation.
Technical Support	Commercial teams possess a deep understanding of products and application to help farmers use fertilisers more efficiently, have effective communication skills, respond in a timely manner and have a customer centric approach.
Quality	Consistently high-quality standards achieved in operations through continual evaluation of processes and product formulations to eliminate problems.
Safety	Superior safety standards achieved through establishing a strong safety culture where employees recognize the importance of safety, feel confident in reporting hazards and have the necessary training to work safely.
People	An engaged, motivated and loyal workforce that are encouraged, empowered and given a work environment that provides opportunities to reach their full potential.

FOCUS on Values	
Fulfilment	<ul style="list-style-type: none">• Happy • Motivated • Challenged • Rewarded• Developed • Appreciated
One-Team	<ul style="list-style-type: none">• Communicate Well • Support Others • Align with decisions• Involve the right people
Collaborate	<ul style="list-style-type: none">• Build partnerships based on trust and respect both internally and externally
Use a Strategic Mindset	<ul style="list-style-type: none">• Maintain a long-term perspective • Innovate • Think Broadly• Be willing to change • Use data to drive decisions
Strong Execution	<ul style="list-style-type: none">• Focus on priorities • Coordinate resources • Clear accountability• Work at the right pace • Don't cut corners