

INTERNATIONAL TRADER / AREA EXPORT MANAGER

Are you passionate about international sales? And are you skilled at creating strong partnerships?

We are looking for experienced and talented traders to join our growing team.

ABOUT THE JOB

You will join a dynamic international commercial team, working alongside talented and driven traders. In close collaboration with our shipping, logistics, and service teams, you will ensure the best possible deals and top-quality service for both suppliers and customers.

The role includes some travel, and you can be based in one of our offices in Copenhagen, Aarhus, Izmir, Barcelona, Warsaw, or Croatia.

ROLE AND RESPONSIBILITIES

You will be responsible for managing and developing a portfolio of customers and suppliers while driving commercial activities that ensure profitable growth. A natural part of the role is to develop and maintain strong partner relationships. Depending on your experience and strengths, we will match you with areas and markets where you can grow and succeed.

Your tasks will include:

- Sourcing products and building new supplier relationships
- Driving and expanding sales activities
- Managing operational activities
- Exploring and pursuing new business opportunities on both the supply and sales sides
- Maintaining and strengthening relationships with international partners
- Coordinating closely with logistics and administration teams to ensure accurate and timely deliveries
- Participating in international trade fairs
- Visiting customers and suppliers

YOUR PROFILE

We are looking for a dedicated and experienced trader with a sharp commercial mindset - someone who thrives in an international environment where ambition, collaboration, and making time for fun go hand in hand. You have the ability to identify opportunities, close deals, and drive profit growth. You are a team player while still maintaining focus on individual results.

In addition, you have

- Relevant experience and market/product knowledge
- A proven track record of delivering strong results
- A structured, proactive, and results-oriented approach
- Strong negotiation and communication skills in English
- Strong skill in developing and maintaining partner relationships

It's an advantage, but is not a requirement, if you:

- Have an established customer or supplier network
- Speak multiple languages

ABOUT NORIDANE

We are an international trading company headquartered in Denmark. With over 100 employees representing 18 different nationalities, we operate from Norway, Poland, Spain, Brazil, Portugal, Mexico, Croatia, Greece, Bulgaria, North Macedonia, Turkey, Vietnam, and Serbia.

Our mission is to be the best link between importers/distributors and slaughterhouses/deboning plants by providing market information, product knowledge, transport/shipping solutions, and financing.

We trade high-veterinary-standard meat products, seafood, eggs, and dry goods in 113 countries. A key part of our product is the expertise we bring to our markets. We help our suppliers move their products and assist our customers in finding the right products at market price.

We move approximately 186,000 megatons globally each year. Our proudest achievement is doing this with an exceptional level of service and the flexibility to adapt to any situation.

OUR CULTURE

You will be part of a growing company with highly committed and dynamic colleagues, all united by a strong value-based approach. At NoriDane, we embrace the Arbinger principles, integrating them into our daily ways of working, thinking, and interacting. We believe in empowering individuals to take ownership of their tasks while fostering a culture where mistakes are seen as valuable learning opportunities. Our environment promotes openness, transparency, and continuous growth, creating a workplace that is not only ambitious and passionate but also collaborative, fun, and supportive.

WANT TO JOIN OUR TEAM?

Please send your CV, application, and other relevant information to jobs@noridane.com.

We encourage a diverse culture and invite all qualified applicants to apply regardless of age, gender, religion, sexual orientation, handicap, country of origin, or ethnicity.

We will review applications on an ongoing a rolling basis and close the process when the right candidate has been found. We expect the starting date to be as soon as possible.

If you have any questions about the position, you are more than welcome to contact **Annika Olsen**, Head of People & Culture, at aol@noridane.com.