

# General Manager Auctions

Location: Berlin, Germany



## Global Dairy Trade (GDT) is Hiring: General Manager Auctions

### About GDT

Global Dairy Trade (GDT) is the world's leading trading platform for core dairy products and supports efficient dairy derivative trading.

We operate on a worldwide scale with buyer/seller customers and stakeholders spread across more than 70 countries with different interests, languages, cultures and time zones, trading USD 2-3 billion annually.

Many parties rely on our published prices, and our performance is highly visible to participants in the physical and financial dairy markets. Ongoing success depends critically on market perceptions of GDT as an independent, neutral and transparent price discovery platform, and our ability to grow trading volume.

GDT is owned and managed as a strategic partnership between the European Energy Exchange (EEX), Fonterra Cooperative Group, and New Zealand's Exchange (NZX), with equal one-third shareholdings. EEX and NZX bring reputations and expertise as regulated exchanges, and Fonterra is one of the world's largest dairy exporters who founded GDT in 2008 and is by far our largest customer.

The three partners and GDT management share a strong common interest in credible price discovery and a shared vision to significantly grow the volume of physical and financial dairy trading.

### About the opportunity

GDT provides a highly reliable service to all our customers, and we are constantly designing and executing innovative projects to build on our leadership position as a world class provider of online trading channels to the global dairy industry.

We are seeking a General Manager Auctions to leverage their expertise and drive us forward. Your primary mission? To oversee the operations and management of the Global Dairy Trade auction team and platform. As a key member of the team, you will champion the smooth execution of our online dairy auctions and your leadership will not just manage but elevate our auction processes and performance.

#### Key Responsibilities:

- In collaboration with the Tech lead and HR support, build the trading manager team searching for individuals who not only excel in their respective fields but also demonstrate a passion for continuous growth and a genuine enthusiasm for working collaboratively.
- Provide direct leadership and oversee all operational aspects of the GDT auction platform.
- Spearhead continuous improvement initiatives for the auction process.
- Collaborate closely with diverse departments, from IT to Sales & Marketing, ensuring seamless operations.
- Prepare reports and presentations summarizing auction results, key findings and meaningful insights
- Drive strategic planning, demonstrating forward-thinking and detail-oriented decision-making.

### About you

You should have strong leadership skills and a keen eye for detail. You should be adept in auction methods and have a deep-rooted understanding of commodity and financial markets. It's crucial that you are proficient in information and data services. Additionally, you should demonstrate strategic insight, have a talent for fostering a team culture, and a history of building robust stakeholder relationships. Your strategic acumen, combined with team-building finesse, should set you apart as the ideal fit.

#### Qualifications & Experience:

Candidates should have a master's in economics; a PhD is preferred. Essential expertise areas include:

- Auction theory/design
- Commodity/financial market operations
- Preferred expertise encompasses:
- Digital platforms/ecommerce
- IT systems
- B2B services
- Finance

Over 8 years in commodity/financial markets or B2B e-commerce is required, with a preference for experience in international dairy markets.

If you're eager to lead, innovate, and shape the future of dairy trading, **we want to hear from you!** Join us in reshaping the global dairy industry, one auction at a time.

**Apply now** and embark on a journey with Global Dairy Trade, where opportunities are endless, and the world becomes your marketplace.

**Applications close 31 December 2023 (but may close earlier, dependent on applicant responses)**

**For more information and a full Position Description, please contact Shaun McCauley at [shaun.mccauley@globaldairytrade.com](mailto:shaun.mccauley@globaldairytrade.com)**