



#### About JGI-HYDROMETAL:

JGI-HYDROMETAL is a Belgian company specializing in the recycling of non-ferrous metals and the recovery of valuable components from industrial materials.

Our expertise in handling complex materials and recovering a wide range of metals allows us to offer competitive recycling capabilities.

## Business Development Representative (BDR)

DEPARTMENT: COMMERCIAL DEPARTMENT

### Job Overview

The Business Development Representative (BDR) at JGI is responsible for overseeing and expanding the group's commercial activities within the assigned market. This role emphasizes on developing and maintaining customer relationships, negotiating contracts, optimizing commercial strategies, and driving growth. The BDR will collaborate closely with the internal technico-commercial teams and external stakeholders to ensure that commercial objectives are in line with JGI's overall business goals and sustainability initiatives.

### Key Responsibilities

- **Sourcing & Procurement:** Identify and secure sources of complex non-ferrous materials, negotiating favorable terms with suppliers while ensuring the quality and consistency of inputs.
- **Sales & Trading:** Execute trades and manage the sale of recovered non-ferrous metals, emphasizing materials derived from complex recycling processes.
- **Relationship Management:** Develop and maintain strong relationships with suppliers, recycling facilities, and customers worldwide to ensure a steady flow of materials and successful trading outcomes.
- **Financial Management:** Oversee pricing strategies, margin management, and financial performance. Develop and manage the recycling commercial budget and forecast, ensuring alignment with financial targets.
- **Market Research & Analysis:** Conduct thorough research and analysis of global markets to identify trends, opportunities, and competitive dynamics in the recycling industry. Analyse customer needs and market demands to develop tailored solutions and offerings.
- **Reporting & Documentation:** Prepare detailed reports on trading activities, market trends, and the performance of recycled material sales for internal review and strategic planning.
- **Compliance & Sustainability:** Ensure all trading activities adhere to industry regulations and environmental standards, with a strong emphasis on sustainable and ethical trading practices.
- **Collaboration and Cross-Functional Support:** Work closely with the Operations, Supply Chain, R&D, and Sustainability teams to ensure seamless integration of commercial activities with operational capabilities.
- **Risk Management:** Monitor market risks associated with recycling complex materials, including price volatility and regulatory changes, and implement strategies to mitigate these risks.

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### Qualifications

- Bachelor's degree in Engineering, Business, Economics, or a related field. MBA or advanced degrees or certifications in metallurgy, recycling, waste or sustainable practices is a plus.
- A first experience in a commercial or business development role, preferably within the recycling of metals, waste management or environmental sectors.
- Proven track record of success in sales, negotiation, and contract management.
- Strong understanding of the recycling industry, market dynamics, and sustainability practices.
- Strong analytical skills with an understanding of complex recycling processes and market dynamics.
- Excellent communication, negotiation, and relationship-building skills.
- Financial acumen and experience with budgeting, pricing strategies, and profitability analysis.
- Ability to work collaboratively in a fast-paced environment and manage multiple projects simultaneously.

### Why JGI-HYDROMETAL?

Our Company is committed to driving sustainability in the metal industry by transforming complex streams into valuable resources. We offer a dynamic work environment where you will contribute to meaningful impact.

**INTERESTED IN TAKING ON THE CHALLENGE?**

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