



CAREER OPPORTUNITY

TRADER (M/W)

Long to join a leading company that is truly international, will make you travel, meet the world and upgrade your trading skills? **Enjoy learning about different cultures** and feel best when your professional networks turn into lasting connections? **Want to boost your career trading highly sought-after products** that are not only 100% natural but also certified to respect and protect nature?

So, welcome to Interholco!

Founded in 1962, INTERHOLCO (IHC) delivers African, European and North American hardwood products (lumber, logs, decking, laminated scantlings) to B2B customers in more than 40 countries worldwide. Recognized as a [sustainability leader](#), IHC [responsibly manages](#) 1.16 million hectares of natural rainforest in the Republic of Congo, turning harvested wood into high-value timber products that serve customer needs, as well as improving our climate and increasing social justice. IHC is the first forestry company in the Congo Basin to have acquired [FSC Ecosystem Services certification](#), for biodiversity protection on top of FSC Forest Management certification (Forest Stewardship Council, FSC® C022952). Follow us on [LinkedIn](#)

YOUR LOCALISATION

Based in Switzerland (IHC headquarters) or Belgium, you maintain a flexible work schedule combining office work (when needed) with regular visits to customers. Home office (up to 20%) is possible.

YOUR IMPACT

- Increase turnover and profitability in the relevant sales area or market.
- Manage time and cost efficiently.
- Ease of finding, communicating, processing information.
- Delivery of sales targets, on budget, on time.
- Capacity at wider level to identify issues – if possible before they arrive, communicate, and propose solutions.

MAIN TARGETS

Specifically, your commercial role will be extremely varied, focusing on selling IHC products (from own production but also from third parties); following IHC rules and achieving identified targets; being a constant 'ambassador' of IHC values.

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INTERHOLCO AG

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YOUR RESPONSIBILITIES

- Visit the customers (regular travel to international destinations and clearly defined market regions, phone, video calls etc.).
- Achieve sales targets (yearly budget targets).
- Participate in fairs and events.
- Prepare offers, price/profit calculations, instruct the back-office using IHC tools.
- Follow-up your contracts and deliveries, inform customers.
- Control the specifications prior to sending them out to customers.
- Settle claims.
- Follow-up on payments.
- Check credit insurance status of the customers.
- Prospect markets/products, including regular reporting.
- Be aware of your markets (rules, politics, economy, risks, etc.).
- Propose new ideas to the management (new markets, new products and specifications of interest to customers, sales strategy etc.).
- Produce activity reports.

EXPERIENCE AND ACADEMIC BACKGROUND

- Minimum of 3 years of experience in sales of wood products.
- Good knowledge of Word, Excel, and MS Office suite and communication tools.
- Strong willingness to travel regularly.
- Excellent standard of English and French. Dutch and/or German are a plus.

YOUR QUALITIES

- Wood knowledge (African species is a plus).
- Take ownership of processes, goals, decisions.
- Regular, transparent, smooth, and pro-active communication (intern and extern).
- Act in transparency and honesty.
- Reach objectives.
- Able to communicate in a clear, concise, comprehensive fashion.
- Self-motivated and can work with no-or-little supervision.
- Able to handle pressure and to bring a creative approach to problem solving.
- Can-do attitude and positive mindset.
- Keen attention to detail.
- Great organiser, team player and relationship builder.

WHY JOIN US

You will be part of a motivated, ambitious, multicultural team where we truly support each other and collaborate to achieve great things, where you will play an important role. You receive an attractive, comprehensive compensation package.



HOW TO JOIN US

We welcome your interest in the form of a CV and letter at HR@interholco.com

The expectations and duties in this description shall not be considered as exhaustive. They also shall not be deemed as forming part of an employment contract. They can be changed without notice within the employment period by the line manager.

