



HULAMIN OPERATIONS

COMMERCIAL MANAGER: METALS AND RECYCLING

Hulamin is looking for a suitably qualified and experienced **Commercial Manager** to join the Metals Team. This position is based in Hulamin Operations Pietermaritzburg.

The core responsibilities of the position include:

- Development of metals recycling.
- Conduct internal and external research and analysis to identify dynamics, opportunities and risks in the scrap metal and recycling markets.
- Align strategies with Hulamin's overarching goals to maximize profitability and growth.
- Identify and cultivate opportunities for enterprise development within the market.
- Build and maintain strong relationships with local and international scrap companies to ensure a stable supply chain.
- Monitor market pricing and demand fluctuations to inform strategic decision-making.
- Negotiate purchases and sales agreements to optimize profitability.
- Provide support for commodity procurement activities within the organization.
- Manage and oversee initiatives aimed at developing small businesses within the industry.
- Represent Hulamin at relevant industry associations and events to enhance brand visibility and networking opportunities.
- Lobby government agencies on pertinent legislation affecting the industry.
- Design effective organizational structures to support the achievement of business objectives.
- Recruit, develop, and manage a high-performing team to drive success.
- Facilitate talent and performance management processes to foster a culture of excellence.
- Identify and manage safety risks to mitigate potential hazards and ensure employee well-being.

The core requirements for the position include:

- Minimum requirements are a Bachelors' Degree (Engineering / Commerce).
- An MBA will be preferred.
- At least 5 years commercial experience especially in metals and commodity trading markets.
- Strong business acumen in strategy, operations, sales, and purchasing
- Strong background in commercial management
- Excellent negotiation and relationship-building skills
- Ability to analyze market trends and make strategic decisions
- Demonstrated leadership in team management and development

Interested applicants are encouraged to apply for this exciting opportunity by emailing their CV to HRRRecruitment4@hulamin.co.za

Hulamin is committed to prioritise transformation in line with diversity, inclusion and all legislative requirements in its recruitment and appointment processes.

Please note Hulamin reserves the right to withdraw, alter and re-advertise any vacant position based on its operational requirements.

"Hulamin does not require or solicit any payments for any recruitment process." Please report (anonymously if you prefer) any request for such to the Hulamin Ethics and Fraud Hotline 080 2255 688.

Candidates who do not receive any correspondence within 1 month after the closing date may assume that their applications were unsuccessful and are hereby thanked for applying.

Closing date: Friday, 02 August 2024