

John Doe

Senior Vice President | Trader | Business Expert

CONTACT

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Richardson, Texas, United States

Education

Strategic Planning
Columbia University
2018 - 2018

Cotton Merchandising
American Cotton Shippers Cotton School
1989 - 1990

Bachelor of Business Administration - BBA, Business
University of Memphis
1983 - 1988

Skills

- Trading
- Risk Management
- Crop Marketing
- Team Building
- Marketing Strategy
- Annual Budgeting
- International Business Development
- Business Management
- Pricing Strategy
- Sales Management

Profile

An adept commodities trading executive with over 30 years of experience in cotton trading, risk management, and international market development. Exceptional track record of leading high-performing teams, optimizing trading strategies, and driving profitability in volatile markets. Expertise in procurement, sales, pricing strategies, and supply chain management. A results-focused professional skilled in team building, budgeting, and business development to enhance operational efficiency and revenue growth.

Work Experience

Olam Agri, Memphis, Tennessee
Senior Vice President
Jun 2017 - Present

- Oversee global sales and business operations, driving revenue growth and market expansion.
- Develop and implement strategic marketing plans to enhance brand positioning and customer engagement.
- Lead cross-functional teams to optimize performance, foster collaboration, and achieve business objectives.
- Manage annual budgeting processes, ensuring financial efficiency and cost control.
- Drive international business development initiatives, expanding market presence and strategic partnerships.
- Spearhead pricing strategy and sales management efforts to maximize profitability and competitive advantage.

J. King Trading Co., Houston, Texas Area
Trader
Apr 2017 - Apr 2018

- Assisted agricultural producers in managing market risks through tailored trading strategies.
- Developed and maintained relationships with suppliers and buyers to facilitate seamless transactions.
- Analyzed market trends and pricing data to provide informed recommendations to clients.
- Negotiated contracts and sales agreements to optimize profitability for both producers and buyers.
- Monitored commodity markets and executed trades to maximize value for stakeholders.

Trader
Apr 2017 - Jun 2017

- Managed crop marketing and trading activities to support agricultural producers in optimizing sales.
- Analyzed market conditions and pricing trends to develop effective trading strategies.
- Facilitated transactions between buyers and sellers to ensure efficient commodity movement.

COFCO International, Sugar Land, Texas — Feb 2016 - May 2017

Head of U.S. Cotton Trading

- Led U.S. cotton trading operations, overseeing procurement, sales, and risk management strategies.
- Developed and executed trading strategies to maximize profitability in volatile market conditions.
- Managed relationships with domestic and international suppliers, buyers, and logistics partners.
- Analyzed global cotton market trends to inform pricing and purchasing decisions.
- Coordinated with internal teams to optimize supply chain efficiency and ensure timely deliveries.

The Texas Cotton Association — Apr 2016 - Apr 2017

Director

- Represented the interests of cotton traders, merchants, and producers in industry discussions and policy development.
- Collaborated with stakeholders to address market challenges and promote fair trade practices.
- Provided strategic guidance on industry regulations, pricing trends, and risk management.
- Organized events and meetings to facilitate networking and knowledge-sharing among industry professionals.
- Advocated for policies that supported the growth and sustainability of the Texas cotton industry.

Noble Group — Feb 2014 - Feb 2016

Head of U.S. Cotton Trading

- Led U.S. cotton trading operations, managing procurement, sales, and risk mitigation strategies.
- Developed and executed trading strategies to optimize profitability in dynamic market conditions.
- Built and maintained relationships with global suppliers, buyers, and logistics partners.
- Analyzed market trends and supply chain data to inform trading decisions and pricing strategies.
- Coordinated with internal teams to streamline operations and ensure efficient trade execution.

ECOM Agroindustrial Corp. Ltd. — Aug 1996 - Jan 2014

Trading Manager

- Managed cotton trading operations, overseeing procurement, sales, and market risk strategies.
- Built and maintained relationships with global suppliers and buyers to optimize trade opportunities.

Eastern Trading Company — 1990 - 1996

Trader

- Executed cotton buying and selling strategies to maximize profitability in competitive markets.
- Analyzed market trends and pricing fluctuations to make informed trading decisions.