

Trading Consultant – Boston, MA

As a Veson Nautical Trading Consultant, you will function as a Trading expert throughout the sales, implementation, and deployment phases of the world's leading enterprise software solution for maritime commercial operations. You will provide pre-sales support, deliver product demos, author proposals, and quickly map customer processes to product capabilities. Your responsibilities will extend throughout the project lifecycle for any Trading related projects—understanding customer's needs, gathering requirements, tracking features, and facilitating communications. You will serve as a go-to resource for trading, financials and risk management knowledge. You will assist in coordinating and prioritizing client development requests concerning freight trading and risk management. You assist in providing customized training and ongoing support to end-users, IT, and management to ensure successful system adoption. You will work closely with the Veson Nautical product team to define and verify customizations, and to support successful enterprise software implementations.

Requirements

- 2-5 years experience with market analysis, econometrics, and risk management tools
- Knowledge of Forward Freight Agreements (FFAs), Bunker swaps, related derivatives, and financial tools
- Experience with enterprise software implementations, integration and training
- Proven ability to map system functionality to prospects business requirements
- Analytical thinking and attention to details
- Demonstrated planning and organizing skills
- Outstanding consulting, presentation, coaching and facilitation skills
- Ability to communicate with customers at all levels of the organization
- Proven ability to proactively address customer concerns and meet or exceed customer needs
- Strong written and oral communication skills
- B.A. or higher in economics or finance, excellent grades and track record of success
- Solid computer skills and basic understanding of network and software technology
- Ability to rapidly adapt to changing systems and environments; proactive, positive approach to work
- Desire to work in fast-paced, entrepreneurial setting
- Experience with maritime shipping industry is a plus but not required
- Willingness to travel extensively (50% national and international travel required)
- Legal right to work in U.S.

About Veson Nautical www.veson.com

Veson Nautical delivers software solutions and services that enable the commercial maritime community to make more informed decisions, simplify everyday operations, and maximize profits. With offices in Boston, Athens, Rotterdam and Singapore, Veson Nautical is a dynamic organization with a committed team of executives, product managers, software developers, and customer service experts. Dedicated to ensuring the highest levels of customer satisfaction, Veson Nautical brings decades of experience, technical knowledge, enthusiasm and commitment to clients around the world. The combination of exceptional market growth and leading market position make this a superb opportunity for the right candidate.

Veson Nautical offers

- Competitive compensation
- Three weeks of vacation to start plus 11 holidays
- Generous Health, Dental, Life & Disability Insurance
- Flexible Spending Plan + \$500 employer contribution
- 401K + 4% employer match
- Health Club membership subsidy
- Free Monthly T pass
- Free Friday lunches
- Friendly, informal work environment
- Offices in Boston's Back Bay

To Apply

Email a cover letter and resume to hr@veson.com.