



InterContinental

Coffee Trading

A Proud Partner of The Hamburg Coffee Company Group

Green Coffee Trader - Job Description

About the Role:

We are looking for a passionate and entrepreneurial person to join as a Green Coffee Trader. In this role, you will help with sourcing coffee for the company's customers and our spot inventories while you sell and build relationships between our export partners, farmers, and specialty coffee roasters. In this role, you will help us bring the best coffees to our North American customers, building impactful relationships between our export partners, farmers, and specialty coffee roasters.

Who We Are Looking For:

We want someone who lives and breathes specialty coffee—someone who considers themselves an active part of the specialty coffee community. You should have a deep understanding of specialty coffee, a focus on sustainability, and a talent for spotting market trends. As a key member of the North American team, you'll ensure our customers get the highest quality and most consistent coffees from around the world.

We're looking for someone who is:

- Already a mid-level trader
- Strong salesperson with a consultative approach
- Passionate about high-quality coffee
- A skilled cupper
- 4-7 years of experience in specialty coffee, with a minimum of 2 years in trading.
- Comfortable in a fast-paced environment
- A team player with strong communication skills
- Meticulous, detail-oriented, and highly analytical
- Able to manage multiple tasks and relationships across origins, customers, and logistics

Spanish or Portuguese proficiency is highly desirable.

Key Responsibilities:

- Identify and pursue new business opportunities to grow ICT's market presence and impact
- Build strong relationships with specialty coffee roasters and customers
- Understand customer needs and communicate them to our quality and origin teams
- Work with our origin offices to develop new products for our customers
- Participate in the curation and selection of coffees for our offerings
- Represent ICT at industry events and trade shows

About ICT:

Intercontinental Coffee Trading (ICT) is part of the Hamburg Coffee Company Group. Since 2014, we've been supplying green coffee to leading roasters and building sustainable supply chains. Our mission is to improve the coffee business for everyone involved—from farmers and exporters to roasters and shareholders.

What We Offer:

- Competitive salary and annual bonus based on experience and performance
- Paid time off (15 days)
- Medical, Dental, Vision
- 401k (after 6 months)
- Dynamic, fast-paced work environment with opportunities for career growth

Location:

- Preferred San Diego or Charleston area.

Our Commitment:

We are committed to fostering an inclusive and diverse workplace, and we welcome all qualified applicants.

Interested?

Please send us a cover letter and your CV to apply to careers@ictcoffee.com.

This job description is not an exhaustive list of duties and the post holder will be required to undertake any other reasonable duties discussed and directed by the line manager

ICT Coffee is committed to being an Equal Employment Opportunity and Affirmative Action employer. We do not discriminate based on a person's race, color, religion, age, veteran status, disability, national origin, medical condition including pregnancy, gender, sexual orientation, gender identity or expression, or any other legally protected status.

Only applicants already authorized to work in the USA can be considered.