

## Job Description



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| Job Title:           | Commodity Specialist – Electronic Components |
| Reporting to:        | Group Sales Director                         |
| Location:            | Head Office, York                            |
| Term:                | Full time, Permanent                         |
| Experience Required: | Electronic Components                        |
| Salary:              | £35-40k + competitive OTE                    |

### Company

As part of the global Cyclops Group, the Excess Division specialises in acquiring surplus electronic components and marketing its own in-house inventory to a worldwide customer base.

Supported by a worldwide network of suppliers and customers, as well as strategically located warehouse facilities. We provide seamless access to the global components market, along with regional support and warehousing solutions.

### The position

We are seeking a Commodity Specialist/Team Leader to oversee the daily operations of our successful excess stock management division, Cyclops XS.

In this role, you will lead a team of three and take ownership of the end-to-end operational performance of both the procurement and sales functions, serving a customer base spanning multiple countries.

Your responsibilities will include managing supplier relationships, driving negotiations, and ensuring the smooth supply and sale of surplus electronic components.

Our core services include:

- Procurement of excess inventory
- Strategic supplier negotiations
- Global supply chain coordination
- Sales of surplus electronic components

This is an excellent opportunity for someone with strong leadership skills, operational experience, and a commercial mindset to make a meaningful impact in a growing international business.

Reporting to the Group Sales Director, the role has both an operations and commercial focus. This role is a great opportunity for a driven, commercially minded person looking for an autonomous role to join a successful family-owned and family-run business at the start of an ambitious growth plan.

### Overall responsibilities:

- Day-to-day leadership and development of the XS team
- Identify new business opportunities and market trends in the excess electronic components industry to drive revenue growth
- Manage pricing, taking into consideration our in-house pricing workflow
- Proactively build and manage relationships with existing customers
- Work collaboratively with the sales team to increase sales of excess stock
- Manage the processing of orders, ensure timely deliveries, and provide logistical support to the excess purchasing department
- Manage customer information on in-house CRM
- Monitor, measure and report on customer performance
- Monitor, measure and report on internal performance metrics
- Manage opportunities and time to achieve monthly, quarterly and annual targets
- Work collaboratively with our in-house marketing team to promote our services to customers
- Follow up on customer service inquiries, including QC/RMA processing, to address customer needs and maintain satisfaction
- Work with the Sales Account Manager to ensure RFQs are returned accurately and punctually

### Personal Attributes

- Able to both work autonomously and also follow clear directions
- Ambitious and driven to exceed expectations
- Able to work successfully in a fast-paced environment
- Strong numeracy skills
- Able to communicate clearly and competently both internally and externally

### Remuneration

- Healthcare cash plan (up to £2,000 per year, including dental and eye care)
- Additional division bonus scheme

## Job Description

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- Company Pension Scheme
- WFH (1 days a week) and Flexi Working options
- 37.75 hours per week
- 28 days annual leave rising to 33 with service (including bank holidays)
- Free on-site parking
- Career progression opportunities
- Long term prospect with a strong company