

ANDRES TILLERO

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Professional Experience

ACT Commodities | New York, NY

January 2017 - August 2019

Biofuel Sales Trader

Developed new biofuel trading unit. Responsible for client acquisition, sourcing, relationship management, and sales.

- Generated average yearly revenues of \$11M with corresponding PnL of \$460k
- Grew personal book of business into a team of four traders and three operations specialists
- Built strategic relationships with logistics providers across trucking, rail, and ocean-going vessel
- Gained 5% share of US UCO (Used Cooking Oil) market within two years
- Executed company's first bulk export (6.5M+ Lbs) of feedstock to Europe
- Negotiated master lease agreements for US physicals desk's initial railcar fleet
- Represented firm at various conferences and industry events
- Led interface with regulatory entities to ensure compliance under environmental schemes

ED&F Man Capital Markets | Miami, FL

September 2015 - December 2016

Structured Products Sales Trader

Developed new markets for established risk management firm. Responsible for market analysis, sales, position management, and internal Profit & Loss reporting.

- Prospected clients in LATAM coffee industry to build a book of 30 clients
- Travelled frequently to meet with upper management / C suite-personnel of industry stakeholders
- Created internal position management database that was implemented company-wide

Alutrade | Weston, FL

March 2011 - September 2015

Operations Specialist / Junior Trader

Oversaw finance and operations for global aluminum trading business. Responsible for logistics, hedging and budgeting.

- Developed relationships with key logistics providers resulting in a 15% reduction of freight costs
- Enhanced risk management practices by developing and implementing futures trading strategies
- Built custom CRM system in Salesforce to facilitate contract lifecycle management

Education

Parsons School of Design | New York, NY

Continuing Education - Fashion Business Certificate Program

University of Miami | Miami, FL | December 2013

Bachelor in Business Administration - Economics & Entrepreneurship

Skills & Activities

- Fluent in Spanish and German; Conversational in Portuguese
- Project management and strategic planning
- Founder of Art on Paper, a virtual art gallery focused on middle market Prints & Multiples