

# EDUARDO A. IGUINÍ

## AGRICULTURE COMMODITY TRADER

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## EXPERIENCE

### Head of Regional Trade

Fortuna Trading DMCC

Dubai, United Arab Emirates

06/2025 - Present

- Trading desk Management: responsible for international trade on rice, grains, sugar & veg oils.
- Strategic business development: Identify and grow customer base, focusing on long-term partnerships within MENA, LATAM, ASIA & EUROPE.
- Full P&L responsibility: developing and executing the business plan within the targets of the organization.
- Supplier management agreements: establish a solid supplier base across different regions and focus on efficient and profitable procurement.
- Market & Credit risk management: mitigate trading risks and ensure profit and compliance across the business.
- Leadership & Resources Management: leading and mentoring a team of skilled traders, aligned to the core values of the organization and to the business targets.

### Head of Global Grain Trade

Agrigrain Uruguay / Agrigrain Trade S.A

Montevideo, Uruguay

12/2006 - 05/2025

- Family-owned brokerage company, developing agribusiness, trade and agricultural investments.
- Strategic relationship with Mercosur suppliers to ensure highest standards are accomplished in regard to supply chain and procurement according to EU-regulatory requirements.
- Market Development and onboarding implementation for selected suppliers (farmers, exporters and traders).
- Design and implement a diversifying strategy and marketing plan to integrate new commodities to the range of trading products.

### Management Consultant in Manufacturing, Supply Chain and Distribution - E D & F Man Sugar Inc. / Liberty Distribution Inc

12/2005 - 09/2006 New York / Puerto Rico

Management Consultant in Supply Chain and Distribution.

### Business Development Consultant - Private Investor

11/2004 - 11/2005 Brazil / Uruguay

Assessment and implementation of a marketing plan for the re-launch of rice milling operations in Brazil and implementation of a Feed-Lot Project in Uruguay.

## EDUCATION

### Trade Marketing Analyst

SAWI 01/2001 - 12/2001 - Zürich, Switzerland

Trade Marketing, Sales Strategy, Business Planning, Market Analysis, Marketing.

### Management for Success

BAT Management Training Programme 2001 - Zug, Switzerland

Leadership, Performance Evaluation, Business Planning, Strategic Business Analysis, Business Process, Change Management, Client Management.

## SUMMARY

• Solid experience in international commodity trade (grain focus, rice specialist), in strategic business development, in global procurement, supply chain, and project management.

• My strengths are better applied in strategic negotiation (vendors & buyers), market analysis & business development.

• Highly responsible & committed, cross-functional team-player, holistic leadership, ethical, respectful, performing, challenging, audacious, intuitive, entrepreneurial spirit, multicultural, eager to learn and to share knowledge.

## LANGUAGES

Spanish

Native

● ● ● ● ●

English

Proficient

● ● ● ● ●

Italian

Proficient

● ● ● ● ●

German

Advanced

● ● ● ●

Portuguese

Intermediate

● ●

French

Intermediate

● ●

## SKILLS

Physical Grain Trade

Market Analysis

Business Development

CRM / ERP

Strategic Negotiation

Market Access

International Sales

Supply Chain

Performance Driven

Corporate & Personal Relations

Multicultural Team Lead