



**Bonas Group**  
DIAMONDS & GEMSTONES

Our client, **Bonas Group**, is the world's longest established diamond brokerage and consultancy firm. From its position at the forefront of value chain consulting, **Bonas** is able to help shape the future prosperity and sustainability of the diamond and gemstone industries. The firm is proud to count many of the world's most important diamantaires as clients, who between them produce more than a fifth of global polished diamond output. A fifth generation, family-owned firm, **Bonas** combines stability in a shifting industry with the expertise and agility to anticipate and embrace change.

Since the southern African diamond rush of the 1880's, **Bonas** has been closely associated with **De Beers** and has helped its clients to first secure and then optimise their direct supply of rough diamonds from its contracted sales arm through the exercise of four complementary services : Introduction & Profile Raising, Facilitation & Intermediation, Compliance and Brokerage Services.

**Bonas** also has an excellent reputation for their value chain consulting and industry reporting services. Monitoring sales, analysing market intelligence and compiling up-to-date reports on the state of the diamond and gemstone industry is a key area of the group's service to its clients.

More recently **Bonas** also has become the largest global independent diamond and gemstone tender and auction house. The company offers a wide selection of products at regular diamond sales, which its hosts on behalf of mining and trading companies around the world. The firm offers a full-circle, cost-effective and client-friendly sales service that provides the highest levels of security and transparency backed by sophisticated, market-sensitive sorting and valuation processes.

To further strengthen the team in Antwerp, **Bonas Group** has exciting career opportunities available for an :

## International Business Consultant Diamond Trade & Industry

### MISSION

- During an intensive training period in Antwerp and abroad (e.g. India, Botswana, South Africa, UK, Dubai) you will be introduced to the commodity and all key aspects of the diamond business and industry.
- You will develop your skills and profile as a trusted diamond broker and expert in *De Beers* Relationship Management for important international clients.
- In close collaboration with their decision makers and stakeholders, you will assist your clients in optimising direct rough diamond supplies and commercial opportunities with *De Beers Group of Companies*.
- As a business and marketing consultant you will also support and assist clients in introducing and raising their profile and competitive advantages with *De Beers* management.
- This includes organising factory visits and writing reports and presentations.
- In your capacity as liaison between *De Beers* and its existing or prospective Sightholders you will act as a mediator and facilitator in a delicate and multi-faceted supplier/customer relationship.
- You will advise and help clients to ensure complete compliance with the stringent corporate and social responsibility standards required to become and remain a *De Beers* Sightholder.

### PROFILE

- To qualify for this role you most likely will have a Master's degree (e.g. Business Administration, Marketing, Law, Finance) and a first, relevant and successful experience as a business consultant, preferably in a demanding, complex and competitive international work environment.
- Experience in diamonds is not required but you are definitely fascinated by the industry and ready to become a real expert and diamond business specialist.
- Above all you are excellent in building trust and in managing relationships.
- You have strong interpersonal and negotiation skills and you can easily adapt to diverse social, professional and cultural environments.
- You are an entrepreneurial self-starter with a high level of autonomy and you can operate efficiently as part of a dedicated and flexible international team of specialists.
- Your strong analytical skills and sound judgement give you the capacity to make informed decisions and remain calm under pressure.
- You are ready for frequent and intensive international travel (Europe and overseas) with an average of approx. 25% of your time spending abroad.
- You have advanced knowledge of MS Word, Excel & Powerpoint.
- You are fluent (oral & written) in English with knowledge of other languages as an asset.



### OFFER

**Bonas Group** offers an excellent international training and an exciting role with attractive long-term career opportunities in a solid and dynamic group with global exposure and a strong reputation. You can expect a competitive remuneration package with benefits and incentives.

### INTERESTED ?

Send your Application Letter and CV (in English) to **Search & Selection Antwerp** for the attention of Mr. Marc Van Beethoven : [m.vanbeethoven@searchselection.com](mailto:m.vanbeethoven@searchselection.com).  
You can also apply on-line : [www.searchselection.com](http://www.searchselection.com) using reference number : 14469

