

## Limburg, Heel

<https://www.advertentiex.nl/x-962198-z>



Job description ----- The SMIT Salvage team is at the ready 24/7 to provide assistance to vessels and offshore structures in distress wherever they may be and holds a leading position in the maritime salvage world. It goes without saying that we want to retain and further expand this leading position. As a Commercial Manager you will play a crucial role in this. In the adventurous yet highly professional world of salvage (emergency response and wreck removal) you will enter into contracts with parties such as blue chip shipping or offshore companies and port authorities, and will actively generate new business. In short, you will identify opportunities in the areas of emergency response, wreck removal and consultancy aimed at the mitigating further exposure due to shipping accidents, environmental damage and reputational damage. In the role of Commercial Manager you will conduct negotiations with clients and ultimately seal the deal. Naturally you will be sensitive towards the client's needs at all times, but at the same time you will never lose sight of the commercial interests of SMIT Salvage and the Boskalis parent company. Your work as a Commercial Manager does not end when the contract is concluded; you will also maintain supervision during the execution stage of the project. You will identify budget variances and other divergences, make adjustments where necessary and negotiate with the client regarding any new price agreements or variation orders. Your duties will also include the financial settlement, as well as the overall project settlement with subcontractors, arbitrations, payments and claims. Given the unpredictability of the powers of the ocean there is no such thing as an 'average' workday for a Commercial Manager. After all, you never know when and where a vessel might run into trouble, or exactly how a salvage operation or wreck removal will play out. Your work may take you anywhere in the world and needless to say will not always take place during office hours. A brief overview of your challenges: - to further shape the commercial activities of SMIT Salvage in order to further strengthen the market position, with a special focus on business development; - to act as key account manager for our clients or be responsible for our clients in certain regions, thereby positioning SMIT Salvage as preferred supplier; - to take on subcontractors (prequalification - selection - RFQ - tender analyses incl. contract terms); - to manage a project from the office and ensure correct settlement; - to identify new opportunities and openings both for new business and for variation orders with existing clients; - to act as first point of contact for emergency response operations, outside office hours, according to rota. Your work environment As a commercial manager with SMIT Salvage you will be working for one of the world's biggest and most successful salvage companies. SMIT Salvage has a huge track record and its client base includes a large number of

Shipping companies, governments, oil and gas companies, drilling companies and leading insurers. SMIT Salvage has skilled employees and specialised equipment, and is able to assist in all incidents and wrecks in the world on a 24/7 basis. We also own a full-time agency, Response Centers with a strategically located office for the Americas, international shipping routes, Rotterdam, Houston, Cape Town and Singapore. The office provide a platform to clients, vessels, the Bunkers, crew officer, and agents all over the world. In addition, SMIT Salvage can rely on an extensive global network of partners, experts and suppliers for requirements. ----- To be successful in the global market, SMIT Salvage's recruit have to be a self-starter and a team player, and have the ability to build relationships in an international playing field. You are a team player and a persuasive conversation partner, find it easy to communicate at various levels and are mindful of cultural differences at all times. You have strong analytical skills, with a proactive approach. Creativity and decisiveness are characteristics that fit you. In addition you will have: - obtained a degree in a nautical, business economics or technical subject at higher vocational education or university (HBO or WO) level; - at least two years of work experience in a commercial role in an international environment; - a proven track record in a business-to-business environment; - an excellent command of written and spoken English, with French, German or Spanish being an advantage; - no problem working abroad when required; - a distinct advantage if you have experience in the shipping, insurance, towage or salvage sector. Additional information -----

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