



In the course of the expansion of our offshore department we are looking promptly for an employee for our Office in Hamburg

Sales Manager Ship Management (m/f) for international assignments

Your Key Accountabilities:

- For a worldwide leading, family-owned ship owner and manager, you will handle the sales management of ship management Services in the business division Offshore.
- Handle the sales and distribution of our services with potential and existing customers from the offshore industry.
- Deliver client demand orientated business development with ship owners and ship management providers of offshore vessels and platforms.
- Be a sales person. You will detect the requirements and needs of our customers, find tailor made solutions and sell the advantages of our client orientated services.
- Provide customer demand orientated relationship management of existing offshore clients.
- Coordinate and manage tender processes and prepare independently, convincing offer documents
- Support on exhibitions and marketing activities

Your Profile:

You have got a commercial or technical background and an extensive experience and qualification in sales and distribution. You can offer significant experience and a successful track record in sales and convincing people.

For our shipping customers you are a reliable contact person with a distinct customer focus. Ideally you have some seafaring or shore side maritime qualification and experience from the Oil & Gas Offshore industry. Alternatively, you show technical interest and you are able to incorporate yourself into the marine and offshore industry.

You have a structured and entrepreneurial mind set and a high ability to communicate. Moreover you are fluent in writing and speaking English, fully capable to use MS Office and you are open to learn new software and programs. In addition you are acquainted with working within an international, multicultural environment. Personally you convince us with a high level of motivation, flexibility and reliability as well as the willingness to travel international.

Contact:

We are looking forward to receiving your informative application and CV specifying your earliest possible date of entry by E-Mail to: application@schultegroup.com. We ensure absolute confidentiality.