

<b>JOB TITLE</b>	Commercial Manager
<b>LOCATION</b>	Aberdeen
<b>EMPLOYMENT</b>	Permanent

#### DESCRIPTION OF FUNCTION

Our client, a specialist in Subsea Inspection, Repair and Maintenance projects are resourcing for a Commercial Manager to further extend their position in Europe who will be responsible for acquisition of contracts and new business in the United Kingdom.

#### JOB RESPONSIBILITIES

As a Commercial Manager you establish and maintain relationships with present and future clients. Your main challenge will be pro-actively monitoring of opportunities in the Subsea IRM, light construction, SURF and subsea decommissioning market and acquire new contracts with an acceptable risk profile to achieve the business and financial objectives of The Company. You operate in a highly dynamic 'spot market' with short horizons which requires a very pro-active attitude. Further you have the following main responsibilities –

- Negotiating and closing contracts in accordance with commercial and legal procedures and guidelines to meet the targets for the Company.
- Maintaining relationships with clients and other relevant parties through regular communication to promote the Company's services, spot opportunities and optimize client satisfaction.
- Monitor and follow up on commercial opportunities within the market.
- Draft & Coordinate pre-qualification documents and commercial proposals
- Participate in and support the tender team
- Ensuring commercial information data input on inquiries, contracts, visit reports, competitive information and client information in relevant databases to provide input for the sales plan and to increase sales potential.
- Exchange relevant information within the Company and with other departments of the Company.
- Supporting commercial management of projects by monitoring the agreed budget, timely identifying risks and deviations and identifying opportunities to optimize the financial result.

#### CAPABILITY PROFILE; KNOWLEDGE, SKILLS AND EXPERIENCE

- Proven higher professional ability in a technical or maritime field, supplemented with additional experience in commerce and/ or economics
- Experience in offshore and/or subsea operations; with an existing network in the UK/Aberdeen
- At least 5 to 10 years of relevant experience in a sales/commercial position in a complex and international working environment;
- An existing network in the UK oil & gas subsea industry;
- Willing to travel;
- Extensive acquisition and negotiation skills;
- Excellent command of English;
- Recognize the following characteristics: result-focused, cultural sensitive, comfortable in dynamic environment, precise, client-focused and pro-active.