



J-UB
JACK-UP BARGE



Commercial Manager

About the role

As Commercial Manager you will be responsible for securing contracts for our fleet in order to achieve our budgeted utilization and turnover goals. With a pro-active approach you will convince new clients that J-UB and SWIFT Drilling are the providers of choice and will establish contact with potential clients and explore new prospects in the market(s), where J-UB and SWIFT Drilling are active or wants more presence.

In cooperation with our Commercial Director you will generate funnels, analyses and reports with respect to market circumstances, competition and sales which will be converted into tangible sales leads. You will be able to detect the needs of (potential) clients and to translate these needs into solutions. During client contacts and negotiations with clients you will take into account the technical capabilities, planning, budgets as well as contractual terms and conditions. Internal sales, i.e. transferring contracts to our operational department is also an important part of the job.

In addition, the following will be expected of you:

- to achieve profitable turnover in the assigned areas and help us to win selected prospects;
- establish, maintain and expand relationships with (mainly new) clients, partners and other relevant contacts in the assigned countries and focus industries;
- obtain enquiries, prepare and issue quotations with the support of the organization and follow up on those queries ;
- in cooperation with our Commercial Director be responsible for finalizing and signing charter party agreements, including negotiations with clients about rates, delivery and payment terms, drawing up and conclusion of contracts and conditions;
- frequent travelling to meet (potential) clients within Europe and other assigned areas and to attend (inter)national exhibitions and visit our exiting offshore working locations.

We are looking for

In order to be successful in this role a Bachelor's/Master degree is required in combination with relevant sales experience in a similar role in the Oil & Gas, Renewable Energy and Offshore Contracting Industry.

The person we seek is outgoing, entrepreneurial and should be pragmatic, persuasive and tenacious. You have a proven track record of winning business with new clients and maintaining relations with partners. Obviously, experience with Jack-Up Barges and BIMCO contracts is considered a plus. You also have excellent communicative and interpersonal skills and good command of the Dutch and English language.

Important values in our team are: respect, deliver on commitments, positive attitude, humor and good fellowship.

Compensation

Your salary level and secondary benefits are competitive including an attractive pension scheme, smart-phone, lap-top and a company car. J-UB rewards its staff in other ways as well. We believe it is important that you continue to grow since your ongoing development will benefit your career within J-UB. We will, therefore, invest in relevant training and courses in your professional area. On the work floor, you will see an informal and dynamic working environment that focuses on teamwork to successfully deliver impressive projects to our clients.

Company Information

J-UB is a privately owned company founded in 2003 with its headquarters in Sliedrecht, The Netherlands. Our fleet consists of five self-elevating platforms (Jack-Up Barges) that are mainly positioned in the North Sea and the Arabian Gulf. It is our ambition to be the partner of choice for clients that require self-elevating platforms for offshore lifting and accommodation solutions anywhere around the globe and that are active in markets such as Offshore Energy, Renewables, the Oil & Gas industry and Civil Construction.

Contact information

Do you recognize yourself in this profile and would you like to work for J-UB? Please apply by submitting your Curriculum Vitae and cover letter in English to Flory Franx, HR Manager at f.franx@jackupbarge.com.

If you have any questions about this role, please contact Flory Franx at 0184-420091. In the meantime, we also invite you to visit our website (www.vanesgroup.com) should you wish to learn more about J-UB and our fleet.