

A photograph of an offshore wind farm at sunset. The sun is low on the horizon, creating a golden glow. Several wind turbines are visible, with one in the foreground being particularly prominent. A large offshore vessel is positioned in the water, silhouetted against the bright light of the setting sun.

SENIOR BUSINESS DEVELOPMENT MANAGER

for our Strategy and Sourcing Team

GRS, founded in 2011, is the leading independent ship broking house within the renewable energy sector for chartering and sale and purchase of special offshore tonnage and equipment as well as arrangements of turnkey contracts.

GRS supports its clients for years in their global purchase enquiries and tender processes, and enables them to optimized logistics and costs with all major contractors in the industry.

The entire team provides best prices and availabilities according to the guiding principle: “Any Vessel Anytime”.

For every stage of an offshore project GRS provides out of its huge database its client with suitable turn-key-solution, vessels and equipment, for cost optimization from day one on.

The detailed knowledge of GRS’ experts, as well as the world-wide network makes GRS the leading shipbroker within the renewable energy market. More information is available at www.grs.group.

We are looking for new staff to enhance our team in GERMANY.

Join us as a **SENIOR BUSINESS DEVELOPMENT MANAGER**

Main Tasks Include:

- Originating new business opportunities
- Acquiring and building relationships with Key External Stakeholders and decision makers
- Introducing GRS to new clients and markets
- Developing project proposals in conjunction with brokers
- Manage and maintain client relationships
- Seek out opportunities to network and develop your market relationships, brand awareness and business
- Identifying opportunities to deliver on and add value to client projects

Skills and Experience:

- 5+ years’ experience working within the Offshore Renewables Market as a Broker, Consultant or in a similar business development role
- Proven track record in a commercial function
- Established core network within the European Offshore Renewables sector
- Excellent communication skills with English being essential, any other language appreciated
- Demonstrable experience in developing clients from standing start to onboarded
- Solution driven approach to problems and challenges
- Happy to travel internationally when required

If we have awakened your interest, please send an informative application including your desired salary and the earliest possible start date to: hr@grs.group