

SENIOR SALE+PURCHASE MANAGER

- UNITED KINGDOM -

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 the UNITED KINGDOM.

Join us as a **SENIOR SALE+PURCHASE MANAGER**

Main Tasks Include:

- Recording and analysis of requirements for offshore Sale and Purchase enquiries
- Processing of offshore charter contracts with customers and suppliers
- Management, organization and expansion of customer base and supplier contacts
- Acquisition of new customers and new business
- Introducing GRS to new clients and markets
- 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 Market as a Broker, Consultant or in a similar business development role
- Proven track record in a commercial function
- Established core network within the UK/EU Offshore 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