

## Commercial Manager

### About Oceanteam Cable Solutions

Oceanteam Cable Solutions has more than 15 years of proven track record in the offshore renewable and oil & gas market. Oceanteam Cable Solutions (OCS) has facilitated various projects for the submarine cable, flexible pipelines, and umbilicals by supporting its clients with equipment, storage, handling, and transport requirements through Service Level Agreements or on a project basis.

OCS delivers to its client a complete offshore service cycle that includes the five main key elements and is part of the Combifloat Group.

Visit our website for more information [www.combifloat.com](http://www.combifloat.com) / [www.oceanteamsolutions.com](http://www.oceanteamsolutions.com)

### The role

OCS is looking for a Commercial Manager whom is responsible for the sales and business development of cable installation, transport and storage solutions in the Offshore Wind and Oil & Gas industry. The role is based in the Netherlands.

### Tasks

- Commercial
  - Obtaining and evaluating enquiries
  - Liaising with clients to identify and define project requirements, scope and objectives
  - Compile proposals for our equipment and services, including transportation methods such as barges, Heavy Lift Vessel, Deck Carriers
  - Liaise with Operations / Engineering to establish the value proposition rightsizing equipment, routing / layouts
  - Monitor and track submitted proposal and give the proper follow up
  - Negotiating and concluding of contracts in consultation with a.o. legal counsel and other functions
- Managing
  - Act as the point of contact and communicate all the commercial status adequately to all participants (internal and external)
  - Managing the commercial parts of the contract; such as payments and variations orders
  - Actively evaluating and considering all HSE related aspects of the company, the clients and the industry
- Strategy
  - In close co-operations with senior management determining marketing, price and sales strategy
  - Actively participate in long term strategic
  - Maintain competitive landscape and provide commercial and market input for CAPEX projects
- Business Development
  - Marketing activities including visiting and contributing to conferences and exhibitions
  - Able to track down the market, see potentials, spot market trends, know what your competitions is doing
  - Manage the Company's online presence (LinkedIn, website)
  - Involved in product improvement and development

**Interfaces:**

Internal interfaces: Operations/Project Manger, Managing Director, Manager Finance Legal Counsel and Combifloat commercial team

External interfaces: Clients, Suppliers, Business partners other relevant parties such as agencies, brokers, exhibitions etc.

**Responsibility**

- The face of the company
- Commercial contract Ownership
- Turnover and budget for designated area
- Negotiation and conclusion of contracts in line with company strategy
- Identification of product development needs within territory
- Identification of market potentials within territory
- Reputation of company within territory
- Maintaining relation network in broadest sense

**Authorizations**

- Develop / initiate marketing, sales and business development activities
- Commit company after reconfirmation MD
- In case of severe HSE issue: stop work and immediately report to Manager Operations

**Education/background:**

- Bachelor Degree in Business, or Engineering (Offshore Engineering, Civil/Mechanical Engineering, Marine Engineering)
- Five to ten years experience and preferably gained in the Offshore Wind and Oil & Gas industry or maritime related industry. A history with cable industry is been seen as a plus.
- Excellent client-facing and internal communication skills
- Excellent written and verbal communication skills in English

**Skills and Experience**

- Good analytical skills
- Team player with ability to work on own initiative
- Willingness to travel
- An affinity with the offshore and/or marine environment is preferable.

**Working at the Combifloat Group**

*We are driven by knowledge on our products and (niche) markets.* We are entrepreneurial at heart, with an innovative track record and deep knowledge on our products. Our roots are in Rotterdam and we serve our clients around the world with a dedicated and compact team.

*We work truly globally.* Recent projects have been completed in Austral Asia, Europe, Africa as well as South America. Our stock is kept in strategic locations to quickly serve clients and guarantee short delivery times.

*We are proud of our heritage.* Founded in 1957 in Rotterdam, Combifloat's head office is located in Capelle aan den IJssel, The Netherlands with a branch office located Dubai, United Arab Emirates.

**Procedure**

- We use LinkedIn and direct applications for our procedures.
- We focus on EU nationals that can reside in the Netherlands.
- An initial response might take 14 days.
- In case of interest we will contact you and otherwise you will receive a standardized note through the LinkedIn messaging systems as the number of applicants is large.