**Commercial Manager/Director – Marine General Projects**

A permanent **Commercial Manager/Director** role based in the North East of England or Scotland.

**Your new company**

Osprey is a great, British, logistics provider. Drawing on 25 years of in-house experience, our people find the right approach, the right combination of expertise and equipment, and the safest, most efficient way to transport and install clients’ assets and critical infrastructure. We’ve shaped our business with family values, and we concentrate on building long-term relationships. We’re independent. We may be the strongest UK company you’ve never heard of.

We transport and install the large structures and critical assets needed to build and renew major infrastructure. Everything from a new, 4,000 te railway bridge to the world’s largest offshore windfarm blade, at 107m long. With a maritime, vessel-owning heritage to be proud of, we own our own heavy cargo barges; we have one of the largest domestic SPMT fleets in the UK and some of the heaviest lift cranes. We’re committed to delivering on our promises, on time and on budget.

**Your new role**

The **Commercial Manager/Director** will proactively develop and maintain effective client relationships, identifying and securing the long-term flow of opportunities to ensure a pipeline of profitable work.

The **Commercial Manager/Director** is accountable for:

* Business Development – use knowledge to develop Osprey offering to the market and identify areas for Osprey to increase market share.
* Sector Intelligence – be the expert for your agreed sectors in Osprey – full knowledge of the market, clients, competitors and potential work.
* Account Management - pro-active management of accounts ensuring knowledge of their work bank, their wants and how Osprey will win work. Monthly review of all accounts, with clear engagement plans to maximise long term value for both parties.
* Commercial Relationships – maintain positive 1 to 1 relationships with key stakeholders/influencers in your accounts.
* Marketing Campaigns – planning and creating content for campaigns for your specific clients or target clients.
* Operational Handshake – ensure the Commercial to Operational handover of projects follows the process and is effective.
* Achieving budgeted revenue and profit.
* Use of the agreed Commercial process, which includes clear audience group ownership, required number of live Key Account Plans, influence and deliver growth-driven marketing plans, effective use of CRM, timely and accurate input to the commercial scorecard, effective and tangible feedback loop.
* Working closely with the Commercial team to deliver all strategic and commercial objectives.
* Total engagement to the EOS management principles.
* Producing a mixture of bid responses to suit quick short-term spot opportunities and longer-term projects.
* Supporting the delivery of Osprey’s vision and values as part of your day-to-day work.
* Adhering with Osprey’s management systems within your area of responsibility.
* Health, Safety and Environmental aspects affecting self, employees, and activities in your control.
* Any other duties which the company may reasonably require the individual to undertake.

**What you'll need to succeed**

The successful candidate will have:

* An understanding of marine phase logistics, to identify and deliver value across Osprey’s key competencies.
* Strong communication, sales and presentation skills.
* Strong influencing skills.
* Ability to identify customers’ specific requirements.
* Strong negotiation and analytical skills.
* Focused networking at decision making level.
* Subcontractor tender process management and selection experience for high value contracts, experience in a marine environment; proven work experience as a Commercial Manager/Director is desirable.
* Strong communication and organisational skills, together with the ability to build relationships at all levels are critical to the role.  The ideal applicant will have a professional and confidential approach to work, along with being customer service focused. A willingness to develop and improve own skills and the skills of others will be essential.

**What you'll get in return**

A competitive salary, plus excellent benefits. The role offers an opportunity to join an organisation committed to supporting their employees.

**What you need to do now**

If you're interested in this role, email an up-to-date copy of your CV to [careers@osprey.group](mailto:careers@osprey.group) or call us now on 01275 460 609.

**Closing Date:** 21st May 2021.