

JOB DESCRIPTION: Deputy General Manager – Commercial Operations

Executive Role Summary

Albion Marine Solutions is seeking an experienced Deputy General Manager, Commercial Operations, to provide senior commercial leadership and drive the company's global growth agenda. This role is designed for a proven commercial leader with deep experience in business development, strategic account management, and commercial governance in engineering-led or marine services environments.

The successful candidate will be accountable for commercial performance, including revenue growth, margin protection, and long-term client development, while providing leadership and direction across commercial, sales, and project-facing functions.

The position reports directly to the General Manager of Albion Marine Solutions and serves as a key member of the senior leadership team.

Core Accountabilities

Business Development & Growth Strategy

- Define and execute the company's commercial and business development strategy across targeted markets and regions.
- Lead the identification, qualification, and pursuit of high-value opportunities aligned with strategic objectives.
- Own the end-to-end commercial lifecycle, including opportunity strategy, bid governance, pricing, and contract negotiation.
- Build and manage a robust, sustainable sales pipeline delivering long-term revenue growth.

Executive Client & Key Account Leadership

- Serve as the senior commercial interface with key clients, partners, and stakeholders.
- Lead executive-level client engagement, contract negotiations, and strategic discussions.
- Strengthen client retention, repeat business, and framework agreements through proactive relationship management.

Commercial Management & Oversight

- Provide senior commercial oversight of project execution, ensuring alignment with contractual commitments, budgets, and margin expectations.
- Work closely with Engineering, Project Management, and Technical leadership to manage commercial risk, variations, and change control.
- Ensure disciplined commercial governance across bids, contracts, and live projects.

Leadership, Governance & Reporting

- Provide leadership and direction to commercial, business development, and project-supporting teams.
- Establish and maintain commercial controls, reporting frameworks, and performance visibility for executive management.
- Actively contribute to senior management decision-making and company strategy.

Qualifications & Experience

- Bachelor's degree in Business, Engineering, or a related discipline; MBA or Master's degree preferred.
- 10+ years' senior-level experience** in commercial management, business development, or executive account leadership.
- Strong background in engineering services, marine, offshore, or technically complex project environments.
- Demonstrated success in:
 - Revenue growth and strategic business development
 - Contract negotiation and commercial risk management
 - Leading complex bids and high-value client engagements
- Executive presence with the ability to influence at board, client, and senior management levels.

Leadership Profile

- Commercially astute, strategic, and results-driven.
- Confident decision-maker with strong judgment and accountability.
- Able to lead across multidisciplinary technical and operational teams.
- Comfortable operating in a senior leadership role with significant autonomy.
- Willing to travel internationally as required.

Why Join Albion Marine Solutions

- Senior leadership role with direct influence on company growth and strategic direction.
- Excellent compensation package
- Opportunity for career growth
- High visibility and close collaboration with executive management.
- Opportunity to shape and lead the commercial evolution of a growing marine engineering organization.