

JOB DESCRIPTION: *COMMERCIAL MANAGER*

ROLE:

The Commercial Manager is responsible for executing the business operations, sales, marketing, and service development programs that will meet pre-determined targets and increase our market share.

The designation will report to the *Commercial Director, Albion Marine Solutions*, and will require extensive travel within Canada, the USA, Asia, and Europe.

RESPONSIBILITIES:

- Maintain customer engagement and promote customer awareness of Albion Marine Solutions' capabilities
- Develop and implement commercial strategies according to company goals and objectives aiming to accelerate growth
- Conduct market research and analysis to create detailed business plans on commercial opportunities (expansion, business development etc.)
- Understand the requirements of existing customers to ensure their needs are being met
- Act to acquire new customers and manage client relationships (new and existing)
- Collaborate with and coordinate diverse teams (marketing, sales, customer service etc.)
- Build and maintain profitable partnerships with key stakeholders
- Monitor performance of commercial activities using key metrics and prepare reports for senior management
- Assist in setting financial targets, budget development, and monitoring
- Develop commercial proposals and pursue new business opportunities
- Prospect new clients and develop new business relations
- Strategic planning and management to improve Client results, retention, and development
- Overseeing internal project budgets with the Company and external budgets with the Client
- Provide regular reporting to the Company's management

QUALIFICATION REQUIREMENT:

- Master's degree in marketing, business administration, sales, or a relevant field
- Accreditation or Certification in the field of strategic business development or management
- Ten years' previous work experience in sales, management, key account management, or relevant experience
- Excellent verbal and written communication skills, including the ability to present strategy and results to staff members at every level of the organization
- Goal-oriented, organized team player
- Self-motivated and self-directed.
- Excellent interpersonal relationship skills.