

Senior Commercial Manager

Canada and Group Strategic Programs

Location	Canada Domestic and international travel
Reports to	Managing Director, Albion Marine Solutions Canada
Employment	Full-time

THE OPPORTUNITY A senior, hands-on marine commercial role combining Canadian business development with the creation of repeatable Group service programs, fleet opportunities and long-term client relationships.

About Albion

Albion Group is an international marine engineering and technical-services organization supporting shipowners, ship managers, government fleets, OEMs and industrial clients. Our work includes marine engineering, inspection, retrofit, repair, technical procurement, project management and field services across Canada and international markets.

The Role

We are seeking a commercially minded marine professional who understands how vessels and technical projects are operated, specified, priced and delivered. The successful candidate will develop business in Canada and work with Albion's regional and technical leaders to convert successful projects into recurring services, sister-vessel work, fleet programs and framework agreements.

This position suits an experienced Technical Superintendent, Fleet Manager, Port Engineer, Dry Dock Manager, Chief Engineer or marine technical-services professional who has strong client-facing and commercial experience and is ready to move into a broader business-development role.

Key Responsibilities

- Develop profitable business with existing and prospective Canadian marine, government and industrial clients.
- Build relationships with technical decision-makers, fleet managers, procurement teams and senior client representatives.
- Identify and qualify opportunities for engineering, inspection, UTM, retrofit, repair, equipment supply, technical procurement and project services.
- Lead assigned opportunities from client need through proposal, commercial clarification, negotiation, purchase order and handover to execution.
- Turn completed projects and proven capabilities into repeatable service offerings, multi-vessel programs and longer-term agreements.
- Coordinate proposals with Project Managers and Technical Leads to ensure credible scope, pricing, schedule, margin and execution planning.
- Maintain a disciplined opportunity pipeline, forecasts and client information in Dynamics 365.
- Work collaboratively with regional GMs and MDs while respecting established client ownership and technical authority.

Qualifications and Experience

- At least 8 years of progressive marine, offshore, ship-management, shipyard, OEM, engineering, inspection, repair or retrofit experience.
- At least five years in a shore-based role involving client management, proposals, budgeting, commercial development, project development or contract negotiation.

- Strong practical knowledge of vessel operations, maintenance, dry docking, class and regulatory requirements, technical procurement and project execution.
- Demonstrated ability to translate a technical requirement into a clear scope, execution concept, commercial proposal and negotiated order.
- Sound commercial judgment covering pricing, margin, payment terms, variations, working capital and contractual risk.
- Excellent written and spoken English, with confident proposal, presentation, negotiation and relationship-management skills.
- Degree or diploma in marine engineering, naval architecture, mechanical engineering, maritime studies, business or a related field; equivalent senior marine experience will be considered.
- Chief Engineer Certificate of Competency, Professional Engineer status, superintendent credentials or recognized marine qualifications are strongly valued.
- Ability to travel within Canada and internationally and legal authorization to work in Canada.

Commercial Experience We Value

A conventional sales title is not required. Relevant experience may include preparing budgets and specifications, evaluating quotations, negotiating with shipyards and vendors, supporting tenders, managing client relationships, controlling project economics, developing repair or retrofit scopes, securing approvals, or expanding work across a fleet.

What Albion Offers

- A visible senior role with direct influence on Albion Canada's growth and Group-wide strategic programs.
- The opportunity to use deep marine expertise in a broader commercial and client-development career.
- International exposure and collaboration with experienced technical and regional teams.
- A practical, entrepreneurial environment where credible ideas can be developed into scalable services.
- Competitive compensation and performance-based incentives commensurate with experience.
- Uncapped performance bonus.

How to Apply

Please submit your résumé and a brief cover letter describing your marine technical background, commercial responsibilities and examples of business, fleet or repeat-service opportunities you have developed. Only candidates selected for further discussion will be contacted.

Email: info@albionmarine.com

Albion Group is committed to professional integrity, technical excellence and equal opportunity.