

JOB DESCRIPTION: *General Manager, Albion Marine Solutions Ltd (Canada)*

ROLE:

The General Manager manages current operations and secures new business opportunities. In this role, he/she will execute 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 *Director* and require extensive travel within Canada, the USA, Asia, and Europe.

RESPONSIBILITIES:

- Maintain customer engagement and promote Customer awareness of Albion's capabilities.
- Develop commercial proposals and pursue new business opportunities.
- Recruit and manage personnel.
- Schedule, administer and ensure optimal utilization of all company resources, employees, software and hardware.
- Follow up QC system to ensure QC procedures are adhered to.
- Coordinate with technical, service and engineering departments to achieve project completion to clients' satisfaction.
- Travel to the Client's office, ships or shipyards to manage client requirements.
- 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.

MANDATORY PERFORMANCE GOALS:

- Business - Annually add One **(1) New** Line of business over **CAD \$0.5M**
- Operations: Annual Gross Revenue **CAD \$4.0 M (\$1M quarterly)**
- Efficiency: Company Net Profit Value above **15 %**
- Quality: Quality of Project Execution above **90 %**
- New Client Acquisition **4/quarter (1/month)**

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.
- Five 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.
- Encouraging team and staff; able to mentor and lead.
- Self-motivated and self-directed.
- Excellent interpersonal relationship skills.