

Marine Sales & Operations Executive

We are looking for a **driven, results-oriented Marine Sales & Operations Executive** to join our team. This role is suited for someone who can **actively hunt for new business, close deals, and independently manage project execution.**

Key Responsibilities

Sales & Business Development

- Actively **develop new business** and expand client base
- Promote and sell ship repair and marine services to ship owners and managers
- Drive revenue growth and **achieve sales targets**
- Prepare and present proposals and commercial offers
- Conduct client meetings and follow-ups independently

Operations & Project Execution

- Take **full ownership of jobs** from quotation to completion
- Coordinate and monitor service works (e.g. underwater, repair, inspection)
- Liaise with service teams to ensure safe and efficient execution
- Provide **timely updates to clients** and resolve operational issues
- Ensure reports and documentation are submitted accurately and on time

Client & Account Management

- Serve as the **main point of contact** for clients
 - Build long-term relationships while growing new accounts
 - Handle inquiries promptly and professionally
 - Stay updated on market trends and opportunities
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What We're Looking For

- Degree in Maritime Studies or related field
- 2–3 years of experience in marine, shipping, or sales

- **Strong sales drive with ability to close deals**
 - **Independent, self-motivated, and proactive**
 - Good coordination and multitasking skills
 - Strong communication and negotiation abilities
 - Fluent in English (written and spoken)
 - Proficient in MS Office
 - Able to work across time zones
 - Valid driving license
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What We Offer

- Competitive salary with **performance-based incentives (uncapped potential)**
- Opportunities for **career growth based on performance**
- Exposure to ship owners, managers, and regional projects
- A supportive and stable working environment