



**JOIN OUR
TEAM!**

Commercial manager

Company description

Barge Master is a dynamic and growing company operating in the offshore wind industry. We specialize in the development of motion compensation solutions, including platforms, cranes, and gangways. Our innovative technologies empower our clients to overcome wave motion related challenges, ensuring minimal downtime and enabling them to maintain control over their operations and schedules. At Barge Master, we pride ourselves on being the "Down Time Doctors" - your trusted partner in optimizing safety, efficiency and productivity.

[Watch video](#)

Job description

As a Commercial Manager, your primary responsibility will be developing and executing the sales strategy for our products and services. You will be conducting the negotiations with prospective clients and closing the deals.

Key Responsibilities:

- **Strengthen Market Position:** Your role will involve actively contributing to the growth and market positioning of Barge Master. With a special focus on business development, you will implement strategies to enhance commercial activities.
- **Project Management:** You will manage projects from the office, ensuring accurate settlement and acting as a key account manager for clients in specific regions. You will be the contact person from sales lead to order.
- **By delivering exceptional service and building strong relationships,** you will establish Barge Master as the preferred supplier for clients.
- **Identify Business Opportunities:** Proactively identify new opportunities and explore potential business ventures or variation orders with existing clients. Your strategic thinking and market analysis will help drive growth and expand the company's market share.

- Be a part of the management team and report directly to the Board of Directors of Barge Master

Your profile

To be a successful Commercial Manager at Barge Master, you should possess a commercial and competitive drive and the ability to rapidly build relationships on an international playing field. As a team player and persuasive conversation partner, you find it easy to communicate effectively at various levels while being mindful of cultural differences. Your strong analytical skills and proactive approach set you apart, and you exhibit traits of creativity and decisiveness. In addition, the following qualifications and skills are required:

- A completed HBO/WO education. Preference for a technical background
- A proven track record in commercial management, preferably in a related industry.
- Strong negotiation skills and the ability to influence stakeholders effectively.
- Customer-centric approach and natural leadership.
- Excellent understanding of business development strategies and market dynamics.
- Command of written and spoken English on Cambridge proficiency level.
- Willingness to travel abroad when required.

Working at Barge Master

At Barge Master, we work hard to deliver quality and finish our projects on time. We believe a stimulative company culture with enough room for fun motivates our people to do so. Our company is growing, and we want you to grow with it. That is why working at Barge Master also means:

- Working in the exciting offshore wind industry that contributes to the energy transition.
- An international, open, young, and supportive working environment.
- A remuneration that reflects the responsibilities.
- Enough space for your personal development and ambitions.
- Operating in a team in which team members have their own well-defined responsibilities.
- A healthy and sustainable lunch, including a salad bar.
- Many company`s events.
- A beautiful view of Rotterdam from our 12th floor.

Procedure

If you are interested and would like to be part of a young, fast-growing offshore company, please send an email with your motivation and CV to: recruitment@barge-master.com. Within five working days we will let you know if you qualify for the position. We will schedule an introductory interview, either digitally or in-person. For further information, you can contact our HR department - Tania Bozhko or Nathalie van der Vlist on 010-409 00 60.

This vacancy is only for EU nationals.



*We would like
to hear from you!*