



Damen Shipyards Gorinchem is the headquarters of the Damen Shipyards Group. Gorinchem still functions as a yard but the main activities involve the daily management of the Damen Shipyards Group. Damen Services and the Offshore & Transport division is also located here. Damen Shipyards Group operates worldwide with several yards where we build our ships. Based on its unique, standardized ship-design concept Damen is able to guarantee consistent quality.

Since 2018, Damen started a brand new future under the name CRO (Cruises, Ropax & Offshore). A complete new business unit in which we set the bar as high as possible in terms of maritime innovations. To enforce our Sales Team we are looking for a Sales Manager ROPAX. The goal of the Sales Manager is to realize the Sales targets of the allocated product market combination, in order to contribute to the strengthening of the market position and to increase the turnover and profit contribution of the organization.

The Sales Manager will after a thorough training period (tailored to experience) be responsible for certain accounts.

In this role you are frequently required to travel. The trips usually consist of visits to prospective and (existing) customers. Partners include: employees at government agencies, shipping companies, contractors, marine service and financial companies. The Sales Manager has a leading role within the Damen Shipyards Group.

Sales Manager Ropax

Tasks & Responsibilities

- To achieve profitable turnover in the assigned product market combination. Daily activities consist of initiating contacts with (prospective) clients, conducting visits, initiating and conducting marketing activities (trade fairs, congresses, advertisements), identifying market opportunities, establishing and maintaining a total market overview and consequently being able to provide strategic advice to the Sales Director;
- Establish, maintain and expand relationships with customers and other relevant contacts in the relevant industry;
- Obtain enquiries, prepare quotations with support of the organization, issue and follow up;
- Responsible for finalizing sales agreements; including negotiations with customers about prices, product specifications, delivery and payment terms, the drawing up and conclusion of contracts and conditions, providing advice about financing possibilities, and sharing this knowledge with the internal organization;
- Monitoring the handling of new build orders; organizing and drawing up contract specifications, discussing these documents with the designated project managers, monitoring the production progress and the timely identification of any abnormalities, accompanying customers during visits to our shipyards, and organizing or attending the launch and formal handover of ships;
- Dealing with problems and claims from customers; handling payment issues with customers, preparing payment options and informing/consulting with the Sales Director, the Customer Finance department and Accounts Receivable, and assessing the validity of claims etc;
- Reporting market information to the Sales Director.

Your Profile

- Customer-oriented and market-oriented, analytical mindset, multi level communication skills and entrepreneurial;
- Technical degree preferable in Naval Architecture, Marine Engineering;
- Minimum of 5 years relevant work experience in the capital goods industry (preferable Maritime);
- Powers of persuasion and the ability to solve problems, driven and self supported, willing to be the Ambassador of Damen Shipyards;
- Willingness to travel intensively;
- Good command of the Dutch, English and preferable France language in word and writing.

Contact information

Are you interested in the position of Sales Manager Ropax and do you recognise yourself in the job description? Please respond directly by mail: arnoud.d.have@damen.com.

For more information about Damen, the vacancy and the application process, please visit www.damen.com or call Arnoud d'Have, +31 183 632189.