

SAL Heavy Lift, a member of the Harren & Partner Group, is one of the world's leading carriers specialized in sea transport of heavy lift and project cargo, with headquarters in Hamburg and nine offices abroad. The modern fleet of 21 heavy lift vessels offers highly flexible options to customers. The vessels of SAL boast an impressive travel speed of 20 knots, up to 3500 square metres of unobstructed main deck space and combined crane capacities ranging from 550 to 2000 tons: amongst the world's highest lifting capacity in the heavy lift sector. These vessels serve a highly specialized market with challenging transportation needs.

To strengthen our Commercial team in our headquarters in Hamburg, we are looking for a

MANAGER CHARTERING & PROJECTS (M/F)

Your main responsibilities:

- Handle day-to-day freight inquiries/tenders
- Calculate freight rates and preparing indications based upon client requirements
- Monitor vessel booking/space condition
- Negotiate freight and contract details on a firm basis, making sure vessel space is utilized the most profitable way
- Communicate closely with internal departments (Contracts, Engineering, Operating, HSEQ)
- Take ownership of Key Accounts and care for projects and tenders globally
- Develop new accounts and markets and maintain existing relationships
- Close cooperation and support to SAL overseas offices

Your qualifications:

- An average of 3 or more years of working experience in the project and/or heavy lift business in a commercial role
- A drive and passion for winning new business and ensuring customer service excellence
- Experience in tendering and contract negotiations (ideally Heavycon, Supplytime, Heavyliftvoy)
- Ability to work in a team, prioritize work and coordinate multiple tasks within time constraints
- High proficiency with MS Office Packages as well as written and spoken English on negotiation level

We offer you a diversified and responsible position in an international company with a highly motivated, dynamic and team-oriented working environment. We are looking forward to receiving your detailed application including your salary expectations and the earliest possible starting date.

Please send your completed application in PDF format for the attention of Mr. Jens Baumgarten.



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WE INNOVATE SOLUTIONS