

# IF THERE IS WATER, THERE IS A WAY.

SAL Heavy Lift, a part of the Harren & Partner Group and a member of the Jumbo-SAL-Alliance, is one of the world's leading carriers specialised in sea transport of heavy lift and project cargo. The Jumbo-SAL-Alliance is owning and operating a versatile fleet of 30 advanced project cargo vessels with a lifting capacity of up to 3,000 t SWL. Our guiding principle is: If there is water, there is a way. Making the impossible possible, always finding a solution, going all the way. **To strengthen the SAL Commercial Team in our office in Schiedam, NL, we are looking for a:**

## CHARTERING AND SALES MANAGER (M/F/D)

### Your main responsibilities:

- Research of projects and clients within key market segments
- Key account management, client relationship maintenance
- Prepare and negotiate tenders, indications and offers
- Answer client requests and sending out offers
- Prepare and present transport solutions to our clients
- Support tender management, pre-qualify SAL to projects
- Data maintenance and controlling, obtain reports and lists
- Active business development of new clients and/or projects within your assigned segments
- Coordinate sales activities within the Sales Team both, in Hamburg and with our offices abroad
- Active communication with other departments, oversea offices and third parties
- Project work

### Your personality:

- You are dedicated to safety. Safety is paramount to SAL
- You have strong communication skills
- You have a creative mind

- You have a flexible attitude and are willing to travel (client, exhibitions, subcontractors, HQ meetings)
- You are a team player and thrive in a multinational environment
- Enjoy a job which requires you to be self-driven, inventive and highly goal-oriented

### Your qualifications and skills:

- Preferable minimum experience of one year in the shipping business, preferably the heavy lift segment or comparable experience in sales and acquisition
- Ability to work independently and structured, also under pressure
- Highly motivated, flexible and team player
- Excellent organisational skills
- Good command of English written and verbal (Dutch, German and other languages are a plus)
- Strong handling of MS Office
- Strong presentation skills
- Service and client-orientated

### We offer you:

- Salary package according to qualifications (incl. pension scheme and travel allowance for daily commute)
- Flexible working hours, but expect a high degree of responsibility
- Positive working atmosphere in a small team
- Option to work from home

Please send your application documents to:

SAL Heavy Lift GmbH & Co. KG  
Human Resources Department  
Brooktorkai 20  
20457 Hamburg / Germany

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www.jumbo-sal-alliance.com

Learn more about our passion:



*SAL is committed to fair employment opportunities regardless of ethnic heritage, skin colour, gender, age, marital status, disability, religion, nationality, sexual orientation or social background. Our constant goal is to create a respectful and appreciative working environment for all employees.*

