

SAL Heavy Lift, a member of the Harren & Partner Group, is one of the leading heavy lift carriers worldwide, with headquarters in Hamburg and 9 offices abroad. Specialized in transportation of heavy lift cargo, SAL Heavy Lift owns and operates a fleet of modern heavy lift vessels with a lifting capacity of up to 2000 t SWL and a service speed of up to 20 knots. These vessels serve a highly specialized market with challenging transportation needs.

To strengthen our sales team in our Shanghai office, we are looking for a:

MANAGER CHARTERING & PROJECTS (M/F/D)

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
- Develop new accounts and markets and maintain existing relationships
- Close cooperation with Sales Team in HQ in Hamburg

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. For job details please contact Mrs. Tina Yi on tina.yi@sal-heavylift.com.cn



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