



# BLRT Repair Yards

## PROACTIVE SALES MANAGER

### Main responsibilities

- ↳ Flexibility and willingness to travel frequently
- ↳ Sales and margin budget achievement
- ↳ Collect market and competitor information
- ↳ Identify your most valuable customers and list out the key things to know about them
- ↳ Identify customer needs and actively takes charge of the sales process
- ↳ Strategic sales and market development
- ↳ Ensure that customer inquiries, offers, orders and concerns are promptly and satisfactorily handled

### Expected skills

- ↳ Value- added selling expertise
- ↳ Ability to learn new / ability to maintain confidentiality
- ↳ Ability to determine priorities based on company goals
- ↳ Excellent communication, reporting and team working skills
- ↳ Demonstrated negotiation and sales closing skills
- ↳ Shipping market knowledge
- ↳ Good command of English
- ↳ Multitasker

### Education

- ↳ Naval Engineering, Mechanical Engineering in maritime sector or equivalent knowledge gained through experience
- ↳ Previous background in vessel technical management, classification, or management of large systems on ships
- ↳ Technical know-how of maritime industry, service industry, power plants, and/or repair operations

### Experience

- ↳ 5+ years in shipping or ship repair
- ↳ 5+ years of Business development and/or Sales

### Advantage

- ↳ Any other European language is a plus

To apply send Your CV with a subject ``SALES MANAGER application`` to [bry@blrt.ee](mailto:bry@blrt.ee)