



BLRT Repair Yards

One of the biggest groups of yards in the region of the Baltic Sea with locations in Finland (Turku), Estonia (Tallinn), and Lithuania (Klaipeda) is looking for a Proactive Sales Manager to join the team of professionals.

BLRT Repair Yards are members of BLRT Grupp - the largest industrial holding which employs over 4 000 people. For over 110 years holding doesn't stop there and keeps up with the times, constantly expanding its capabilities.

BLRT Repair Yards is a result- and customer-oriented team assuring the best possible result through DETAILED work planning and close cooperation of everyone involved – from engineers, designers, and executives to shop personnel. To maintain the position of the industry leader, we invite those professional, dashing, and ambitious to join our friendly and professional family. Together, we will seek personal growth and develop the necessary leadership competencies.

PROACTIVE SALES MANAGER

Main role

- 🚧 Build and promote strong, long-lasting customer relationships by partnering with them and understanding their needs
- 🚧 Achieve growth and hit sales targets by successfully managing sales in compliance with a corporate strategy
- 🚧 Present sales, revenue and expenses reports and forecasts
- 🚧 Able to deliver to deadline

Main responsibilities

- 🚧 Develop and maintain good relations with prospective and existing customers
- 🚧 Identify your most valuable customers and list out the key things to know about them
- 🚧 Build an active sales strategy
- 🚧 Sales and margin budget achievement
- 🚧 Identify customer needs and actively take charge of the sales process
- 🚧 Ensure that inquiries, offers, orders and concerns are promptly and satisfactorily handled
- 🚧 Flexibility and willingness to travel to maintain contact with clients on a regular basis



BLRT Repair Yards

What do we expect from You:

- ↳ Naval / Mechanical Engineering in maritime sector or equivalent knowledge gained through experience **OR**
- ↳ Previous background in vessel technical management, classification, or management of large systems on ships **OR**
- ↳ Technical know-how of maritime industry, service industry, power plants, and/or repair operations **OR**
- ↳ Ship repair or shipbuilding experience as a salesperson
- ↳ Commercial / Business development and/or sales experience in maritime industry
- ↳ Fluent in English

What can You expect from us:

- ↳ Competitive salary plus motivation system based on Your results and achieved sales goals
- ↳ Appreciation policy benefits
- ↳ Remote job opportunity (optional)
- ↳ Friendly working environment and corporate events
- ↳ Variety of workshops and seminars to help grow Your skills
- ↳ Team support and recognition

As an advantage:

- ↳ Strong business sense and industry expertise
- ↳ Strong communications and negotiation skills
- ↳ Any other language is only a plus- Scandinavian, Dutch, German, Greek, Turkish etc
- ↳ You are familiar with CRM and able to maintain information on an everyday basis

Apply and join us in the world of ship repair!