

Business Development Manager APAC (Marine Logistics)

Job Overview

Marine Logistics encompasses the 'door to deck philosophy'. The department manages both 're-supply' and (drydock) projects. The re-supply business is to deliver spares and stores to the ship whether tanker/break-bulk/cruise or container ships. The department also undertakes projects like dry-docks or similar projects.

The purpose of the job is to be the lead in sales development in the business unit. This will primarily be via new customer acquisition (hunter) as well as working on increase in share of wallet of existing clients (secondary). To ensure productive and efficient sales activities in the marine logistics space within the APAC region. The emphasis is placed on growth & profitability in accordance with policies and guidelines laid out by the Blue Water management.

Your Role

- Strategically contact, acquire, and cultivate a comprehensive marine logistics book of business.
- Drive the standard selling of Blue Water Shipping products and collaborate effectively with our network offices.
- Devise and execute sales calls through various channels such as in-person visits, phone calls, and direct emails. Maintain a comprehensive record of all interactions within the BWS CRM system.
- Pitch and actively participate in marine logistics tenders, assuming full ownership of client relationships in the process.
- Collaborate with Operations to document and disseminate Customer Standard Operating Procedures (CSOPs) and Implementation Standard Operating Procedures (ISOPs).
- Manage customer inquiries and challenges, ensuring appropriate routing based on established BWS processes.
- Align sales strategies and solutions to formulate Monthly and Full-Year Client Budgets.
- Work closely with the Sales Director to achieve revenue and Gross Profit (GP) targets.
- Contribute proactively to process improvement initiatives aimed at enhancing productivity.
- Occasionally undertake on-site work or work at client premises for brief periods.

Your Background

- Preferred experience of 5-7 years in sales and business development, particularly within the marine logistics industry.
- Diploma or Degree Holder, preferably in Business Administration, Sales, Marketing, or a related field.
- Strong business acumen and understanding of marine logistics processes and solutions.
- Proven track record in sales, with a focus on client acquisition and retention.
- Excellent communication, negotiation, and interpersonal skills.
- Proficiency in utilizing CRM systems to maintain accurate and up-to-date client interaction records.
- Ability to strategize, plan, and execute sales calls effectively.
- Ownership mentality and ability to manage end-to-end client relationships.
- Strong alignment with operational standards and customer satisfaction.
- Goal-oriented mindset with a commitment to achieving revenue and GP targets.
- Adept at collaborating with cross-functional teams and contributing to process enhancements.

About Blue Water Shipping

We are a global provider of all logistics services in modern supply chain management. At the heart of Blue Water is an organisation of professionals skilled to offer complete and tailor-made solutions to any shipping and transport requirement anywhere in the world.

Since the company was founded in 1972, our ambition has been to provide clients with the best service and highest quality in the industry. We believe in strong and long-lasting relations. Today, we are represented with more than 2000 employees in 70 offices worldwide.

We love to play as a team - and we play to win. Therefore, our employees are the key to our success. With frequent team bonding and welfare events, we embrace the culture of togetherness. As part of the employee's well-being we offer flexible health benefits, sports membership discounts and working part-time.