

WHO WE ARE | THE COMPANY

Fednav, headquartered in Montreal, is the largest oceangoing shipowning and chartering group in Canada engaged in ocean transportation of mainly bulk cargoes on a worldwide basis. With 75 years of experience and expertise, we are a driven, innovative, and respected organization committed to our employees and customers.

Reporting to the EVP of the Marine Department, we are currently seeking a **Business Development Director, Dry Bulk**. We are looking for a highly driven and self-directed team player responsible to elaborate and execute the business development strategy and grow Fednav's market share.

Location: TBD - Montreal (Canada) or Europe

WHAT YOU'LL BE DOING | THE ROLE

The successful candidate is responsible for:

- ≡ Planning and executing the strategy, business plans, targets and leadership duties of the Business Development desk
- ≡ In close collaboration with Chartering VP's, conducting business development initiatives for all commercial segments
- ≡ Researching, identifying, and developing new customers and business opportunities
- ≡ Providing insights for current and new customer requirements through continued dialogue with them and through projects
- ≡ Engaging, inspiring, and motivating the Business Development team
- ≡ Developing and setting goals and targets for the team and the department

WHAT YOU BRING | THE PERSON

The ideal candidate has:

- ≡ A minimum of five years of business development experience
- ≡ Ability to demonstrate significant commercial acumen and business development skills
- ≡ Proven ability to develop chartering strategy and turn it into actionable goals
- ≡ Experience in developing business cases and using data to drive performance
- ≡ Demonstrated experience with delivery through others
- ≡ Proven ability to collaborate with team members across functions, at all levels through an open, engaging and collaborative style
- ≡ A great communicator with superior interpersonal skills
- ≡ Confidence working in an international multi-continent organization with diverse cultures
- ≡ Fluency in English
- ≡ Availability for extensive international travel

Send your application to: Lisa Silvestre at lsilvestre@fednav.com

Honesty, integrity, and a respect toward community and environment define our values.



<https://www.fednav.com/newsletters/TM/Marine/BusinessDevelopmentDirector.html>