

We4Sea is hiring!

Sales Manager

Who are we?

A young company, making the shipping industry cleaner and more fuel-efficient. Our cloud-based dashboard allows shipping companies and charterers to monitor their fleet, and take action to reduce fuel consumption and emissions from their ships by pinpointing technical and logistical issues in their fleet. Using a unique, in-house developed Digital Twin model, we are able to monitor any ship without the need to install hardware onboard.

What do you do?

- You will be responsible for the sales process: contacting of new leads and potential customers, having follow-up meetings making sure we understand their needs and requirements and closing deals.
- Setting up introduction and follow-up meetings, hosting them and make sure to keep momentum.
- Creating quotations, and ensure follow-up
- You will be the main contact point for customers /leads during sales process, analyzing their needs and converting these into a quotation.
- Listen carefully to customer needs and transferring them into feature requests, together with the operations and development team

What do you bring?

- Knowledge of the maritime sector, a minimum of 5 years of relevant experience in a commercial (preferably sales) environment
- Experience in marine engineering, maritime technology and/or chartering is a big plus
- Good social skills, good listener.

Who do you work with?

You will work in the sales department, reporting to the Manager Sales. You will be supported by a team of technical support staff.

What do you get?

A challenging job, 32-40 hours per week. Working in a small team of environmentally aware, international, driven and focused people. The possibility to grow into the role of Manager Sales. Get to know and work with (inter)national shipping companies. Direct contact with the full team, close contact with developers and reasonable coffee. Participation in a Employee Share Ownership Program (ESOP).

How to apply?

Send your motivation and CV to hr@we4sea.com.

Who to ask for more details?

Please contact hr@we4sea.com and visit www.we4sea.com.