

Energy without limits .



Join a successful growing worldwide business.

Our commitment to building a stronger, safer, reliable and more sustainable energy future goes hand in hand with our commitment to the people who will make it possible.



Job Title **Marine Business Development Manager**

Location	Poundbury, Dorchester
Contract	Full-time, permanent
Responsible to	General Manager (Marine Division)
Core Purpose	<ul style="list-style-type: none">• Grow and manage the charter pipeline within OEG's Marine Division.• Identify new business opportunities while working closely with existing clients to drive repeat business.• The commercial aspect of the role requires close collaboration with all departments and levels of the business to ensure targets are achieved and contractual obligations are met.
Key responsibilities and accountabilities:	<ul style="list-style-type: none">• Identify new opportunities to maximise revenue and profitability.• Assist in implementing and managing the business development process, with a focus on maintaining the Salesforce CRM.• Collaborate with the Chartering Manager to develop and implement business development processes.• Assist the Chartering Manager in preparing tenders, proposals, and related contracts.• Prepare and deliver presentations to clients and senior management as required.• Coordinate with the Operations team to ensure strong performance on new projects, meeting contractual obligations and monitoring changes with options submitted as required.• Liaise with the Chartering Manager to report any issues that may fall short of client expectations or affect milestone achievements.• Track and report sales invoice information for the company's global fleet, including both owned and chartered vessels.• Conduct regular visits to new and existing clients to build and maintain strong relationships.• Manage and grow OEG Marine's media presence in collaboration with the Marketing Department.• Produce regular reports on the current OEG Marine pipeline and present findings to senior management.• Assist Marketing with the planning and execution of corporate events.

<p>QHSE Responsibilities</p>	<p>To have a general understanding of the areas of our QHSE Management System and OEG's QHSE aims and objectives that are relevant to the role.</p> <p>Comply with the requirements of OEG Energy Group Policies and the responsibilities within the wider QHSE Management System.</p> <p>Promoting:</p> <ul style="list-style-type: none"> • a proactive health and safety culture focussed on the prevention of work-related injury or ill health and continual improvement in our processes / performance. • environmental sustainability and energy efficiency whilst minimising our environmental impacts and preventing pollution. • a quality culture that brings values to our business, our customers and other interested parties ensuring quality issues and opportunities for improvement are identified and implemented. <p>Work to implement the OEG Health, Safety, Environmental and Quality Policies and Procedures.</p> <p>Ensure that staff under their control are undertaking work in a safe manner in alignment with the OEG health and safety procedures.</p> <p>Drive forward the positive safety culture of OEG and strive for continual improvement.</p>
<p>Skills and Experience:</p>	<ul style="list-style-type: none"> • Minimum of three years' proven experience in a similar role. • Strong technical knowledge and understanding of the Offshore Renewable Energy industry. • Excellent proficiency in Microsoft Office, including Word, PowerPoint, and Excel. • Willingness to travel throughout the UK, Europe, Asia and America. • Excellent written and verbal communication skills. • Experience and knowledge of Marine Operations.



Why should you work with us?

At OEG, we place a high priority on the well-being and success of our employees. That's why we provide competitive salaries. Additionally, we offer employer workplace pension contributions and ongoing training and development opportunities to support your professional growth.

Join a successful growing worldwide business.

This role is perfect for a passionate individual looking for a challenging yet rewarding career path in the offshore energy sector. If you are eager to contribute to our mission and possess the skills we're looking for, we would love to hear from you.

How to apply

To apply for this open vacancy, please submit your application via our [website](#).
