

Client Development Manager

Posting Title:

Client Development Manager, Government, Defense and Aid

Heading:

No matter your dreams and ambitions, Maersk offers exciting career opportunities in a truly international working environment. When you join Maersk, the world becomes your workplace. You will feel the diversity and dynamics of our international business from day one. We commit to providing possible best development and career growth to all our employees through digitalized learning ways in order to keep them up with development of technological changing.

In Maersk United Kingdom and Ireland, we have initiated an aggressive growth journey to become the preferred integrator of logistics within our verticals of Aid & Relief & Government Services. You will join a ground-breaking team of experts serving our customers in a truly customer centric vertical within Maersk.

We offer:

We offer you an exciting career at the forefront of world trade.

Working with the best people in a global team culture with future growth opportunities in an industry that has a significant impact on the world economy.

We're proud of our people who define our company's industry leadership, global team culture and customer-centric focus every day.

When you join our team you join a truly diverse, global organization in a fast-moving, values-based, work environment where you can grow on the job, create and shape our digital solutions, tap into industry-leading talent development initiatives, enjoy working with your colleagues and broaden your world view through our international job postings.

Global scope

Every company, every country wants access to a competitive shipping, logistics and port system – and our people have created one company that offers one, easy-to-use solution to all their shipping needs.

Maersk is unique

Maersk is uniquely positioned to play a significant role in global trade, creating opportunities that help countries, companies and people succeed. Our vision is simple: Maersk is the global

integrator of container logistics, connecting and simplifying our customers' global supply chains. We do this through the global scale of Maersk, the world's largest shipping line; our Logistics and Services expertise that help customers manage their global supply chains; and through our port operator, APM Terminals, one of the largest container terminal operators in the world with the most strategic locations to serve global supply chains.

At Maersk we value the diversity of our talent and will always strive to recruit the best person for the job – we value diversity in all its forms, including but not limited to: gender, age, nationality, race, sexual orientation, disability or religious beliefs. We are proud of our diversity and see it as a genuine source of strength for building high performing teams.

Join us and play an important role on our team lifting global trade every day!

This position is based in the United Kingdom or Ireland reporting to General Manager – Sales

Key Responsibilities:

As a Client Development Manager focused on Aid & Relief & Government Defence, you will be working at the centre of Maersk as a Global Integrator of Container Logistics: you will be the one that is going to sell all our unparalleled end-to-end solutions to our Aid & Relief & Government services customers in mainly UK&I, as such supporting our growth ambition in Europe. Supported by a team of specialists, including project managers with extensive experience and a sales team dedicated to customer success within our main verticals

Your main activities will include:

Develop business with key client potential in the local market

- Identify, qualify, consult, and develop value propositions enabling the sale of large scale supply chain solutions within the Aid & Relief & Government Defence vertical industries.
- Develop strong Account & pursuit Plans together with internal stakeholders that lead to the predefined size of business for accounts under scope
- Negotiate global tenders as well as other business opportunities

Pre & Post Sales Responsibilities

- Ensure that solutions are fully scoped with robust pre- and post-sales engagement and commitment from solutions engineering, pricing and operational teams.

Commercial footprint expansion

- Represent Maersk in relevant industry, vertical and marketing events
- Identify and share customer strategies with relevant internal stakeholders to ensure product development is aligned to changing customer needs

Who We are looking for:

An inspirational Professional with a proven track record in building Customer Relationships and delivering results

Strategic mindset, ability to identify business opportunities and win new and additional business with these customers.

Excellent stakeholder management, able to set clear direction, priorities and focus, as well as network, motivate others and build lasting partnerships including at senior levels of the organization

Logistics knowledge – including industry insights

Energetic, customer facing professionals who enjoy complex logistics challenges along with a passion for special Project Logistics (Aid & relief or Government services)

Influencing and persuasive selling skills

Self-motivated and performance driven

Fluent in both German and English language

5+ years working experience within one of our two main verticals and / or 5 years working experience in a commercial role

Applications will be read continuously, so do not wait with your application!