



Do you want to be part of accelerating de-carbonization of shipping? Are you interested in a fast-growing business within an area in rapid development and huge potential?

Vessel Performance Solutions is looking for a Sales and Marketing Director to increase our sales efforts worldwide, grow the company and to help further developing the relationship with our clients. You will get a unique opportunity to be the key person in accelerating the growth of a recognized player in the field of vessel performance management. You now have the chance to join a company with big ambitions, making a difference in the industry.

The Job

Vessel Performance Solutions is delivering performance management service analysis for international shipping companies. We have a strong name and product, and our solution is highly scalable. We are ready to grow our client base and now is the time to significantly increase our efforts in sales and marketing. The job will include refining our existing sales and marketing strategy and be responsible to reach out to a much wider audience of potential new clients. This includes increase of sales and marketing efforts in Northern Europe where we today are well represented but certainly also in Southern Europe, supporting our existing branch in Greece, as well as in the far East. It is to be expected that the job will include further co-operation with our existing and new partners as well as setting up a network of agents. The job will include close co-operation with our management team and our team of Naval Architects, Master Mariners, and Developers as they are the key for successful on-boarding and support to our clients.

The market for performance management services is growing rapidly and VPS is a front runner. We therefore have great expectations for the right candidate. The advantage of working in a relatively small company is that we are agile and have a short decision path from idea to decision.

Profile

The preferred candidate has a solid background in sales and marketing, and it will be an advantage with knowledge about the complex structure of shipping. Experience from the supplier side in selling software solutions to ship operators, ship management companies or ship owners is not required, but will be an advantage.

The ideal candidate can demonstrate:

- Successful results in sales of enterprise solutions, preferably in the shipping industry.

- Leadership in defining sales and marketing strategies.

- Good technical understanding and ability to explain complex technical systems.

- Working closely together with technical experts and creating results

- After proper introduction, be able to answer first level technical questions in the sales process.

- Ability to work and thrive in a team



We expect that you are highly motivated and able to work independently. You will need to demonstrate good communication skills, be proficient in English (speaking Danish is not a requirement), result orientated and a strong team player.

We Offer

From our office in Lyngby, Denmark you will be part of a highly international and professional team of experts with significant experience within development and operation of a performance management service (1100+ vessels). Our growth strategy is based on organic growth and we have so far been very successful. One of your responsibilities will be to increase commercial awareness and competence within the organization. Depending on the results of your work, you will be joining the journey of bringing Vessel Performance Solutions from being a scale up company to become a major player in vessel performance management, recognized as the company setting the standard in vessel performance

We offer a Danish contract on terms with a competitive salary and influence on job content. Attractive bonus schemes may become a part of your contract.

For further information please contact Director Jakob Buus Petersen (+45 2328 6166) or Director Kristian Bendix Nielsen (+45 6167 0778) or send your application and CV to job@vpsolutions.dk

Please submit your application no later than 7th of January 2022. Applications are evaluated continuously, and interviews will take place as soon as possible. Your application will be treated with confidentiality.