



## **GREAT CAREER OPPORTUNITY – MARINE EMERGENCY RESPONSE & OFFSHORE SERVICES**

### **Contract Manager – Euromed, Middle East, Africa (EMEA) Region based in IJmuiden**

Ardent is a growing global industry leader within emergency response & other marine services with offices located in IJmuiden, Netherlands. Building on the heritage of two respected salvage companies, Titan and Svitzer Salvage, our service offering covers risk emergency preparedness, emergency response, wreck removal, offshore decommissioning and other marine services. Ardent is building a more modern and effective service for businesses in the maritime sector, focusing on the long-term interests of its clients.

The role of Contract Manager for EMEA is an exciting and multi-faceted role that is critical for the success of the Emergency Management team in the EMEA region (total 5FTE). You will be supported by a team financial specialist and will have close contacts with other teams within Ardent like Projects, Logistics, Legal/Risk, and Tendering. The job scope covers a wide range of commercial functions including pursuit of new salvage opportunities, contract execution and management during these activities, developing and broadening relationships with existing and new clients, as well as working closely with a broad network of partners and subcontractors to develop unique product offerings. We set the bar high for our team to provide best in class solutions to our clients and other stakeholders.

For the right candidate, this position offers the opportunity to work on a global team, learning from experienced colleagues across diverse disciplines. As most of the Ardent Emergency Management backbone is based in IJmuiden Holland, this role is uniquely situated to learn from an experienced team of salvage professionals across all functions. The Contract Manager role proactively sells Ardent's Emergency Preparedness offering to EMEA market, as well as works closely with the operations and commercial teams to stay on top of the dynamic spot market for marine emergency response services.

#### *Specific Areas of Responsibility:*

- Pursue new salvage opportunities and coordinate emergency response cases globally as needed, participating in the company's 24/7 duty system.
- Provide commercial support to ongoing cases including securing and management of contracts, and liaison with financial team and processes.
- Provide logistical support to ongoing operations as required.
- Provide shore side support for salvage opportunities in the region as needed.
- Manage commercial and operational relationships with clients and strategic partners
- Develop a network of upstream vendors / partners to assist with emergency response cases as needed
- Arrange and participate in salvage training and preparedness activities
- Provide support securing additional standby contracts within EMEA region
- Identify and develop new commercial opportunities that will allow Ardent to broaden our remit within the defined market segments.
- Actively populate the company Client Resource Management system
- Ensure Ardent is included on any relevant tender lists and conduct win plans /pursuit plans and provide intelligence to better our position

- Build detailed knowledge of Ardent products, service capabilities, and contractual instruments common to our activity
- Build and disseminate within Ardent relevant commercial and regulatory knowledge with regards to securing and conducting Emergency Management work in EMEA region

**Required/Preferred Education & Background**

- Minimum Bachelor`s level education preferred (Business and/or commercial background preferred)
- Minimum 2-7 years client (management) faced experience in related industry
- Demonstrable affinity (or experience) for the Ardent business
- Must be a legal resident of Netherlands
- Fluent English required

**Training and competencies**

- Developing new business or expanding existing business
- Flexibility in the way of working & availability
- Relevant Client-management and/or sales experience
- Strong interpersonal and project management skills
- History of taking initiative, prepared to make a difference and wear different hats in a small team
- Strong and creative MS Office Suite skills

**Ardent Offers:**

- A dynamic and international scoped role in the maritime business. This role will offer you a lot of responsibility and freedom combined with guidance from Senior colleagues to develop yourself as a professional
- Competitive Salary pending on experiences, education and skills. (Annual salary, including a 13th month and 8% holiday allowance)
- Bonus percentage is max. 20% - pending on KPI's and financial result of the company
- 30 holidays at a full-time employment and a good pension scheme

**Interested/Information?**

*Ardent is supported in this recruitment and selection procedure by executive search agency Van Beuningen & Partners. You can apply on the Van Beuningen & Partners website through the link below. For more information you can contact Martijn Vermeulen directly on + 31 6 19 29 71 01 or mail to [m.vermeulen@vanbeuningen.nl](mailto:m.vermeulen@vanbeuningen.nl).*

LINK: [https://www.vb-p.nl/vacatures/vacature\\_emea\\_maritime\\_contract\\_manager\\_456201\\_11.html](https://www.vb-p.nl/vacatures/vacature_emea_maritime_contract_manager_456201_11.html)