



Sea-Cargo Aberdeen Ltd is a well-established port service provider and liner operator, strategically located in the heart of the Port of Aberdeen. From our modern, integrated facility, we deliver a full range of stevedoring, warehousing, customs, shipping, and logistics services. Handling over 250,000 tons of cargo annually, Sea-Cargo plays a vital role in port operations. As part of the Norway-based Sea-Cargo group, we also support our liner vessels operating across the North Sea, ensuring the efficient movement of goods.

NOW HIRING: COMMERCIAL MANAGER - ABERDEEN

We are looking for an experienced Commercial Manager to drive growth and strengthen client relationships. You will lead sales and manage key accounts, negotiate contracts, and represent the company at industry events. The ideal candidate has strong knowledge of Oil & Gas logistics and port operations, proven leadership skills, and a strategic mindset. If you're motivated by growth and passionate about delivering value to clients, we'd love to hear from you.

What you will do:

- Main point of contact for clients, strengthening existing relationships and developing new ones
- Manage current clients to ensure satisfaction and identify new opportunities
- Set and achieve sales targets for the company
- Lead and motivate the sales team to reach business goals
- Identify and pursue new business opportunities in existing and emerging markets
- Keep up to date with industry trends
- Represent the company at events to build brand image
- Prepare and submit tenders
- Negotiate and review contracts with suppliers and customers
- Carry out risk assessments on new projects to reduce potential challenges
- Review and improve operational processes to boost performance and support growth

What we expect of you:

- Strong knowledge of Oil & Gas logistics and port operations
- Proven ability to build and maintain strong client relationships
- Leadership skills with the ability to motivate and inspire teams
- Excellent customer service mindset
- Strong financial skills
- Strong marketing development skills
- Commitment to safe working practices
- Excellent negotiation and strategic skills

What we offer:

- Company pension, life insurance and private medical insurance
- Competitive salary package
- A collaborative and supportive environment
- Being part of an innovative organisation

If you have any questions regarding this position, contact Andrew Dolman, General Manager, tel: +44 793 661 9603. Submit your application letter and CV by 10th of November to andrew.dolman@sea-cargo.com