

“The marine industry is crossing the chasm...Shipping e-commerce has arrived”

Paul Ostergaard, Founder and CEO

ShipServ is the leading supplier of e-commerce Ship Supply Management solutions. ShipServ’s products streamline and simplify the maritime procurement and sales processes and thereby significantly reduce costs. Following two mergers and with several major investors from the maritime and transport industry (the largest of which is the UK P&I Club manager, Thomas Miller) ShipServ is currently at an exciting stage of development, having 36 shipping companies and 450 suppliers, including most of the majors, as customers. ShipServ has offices in London, Copenhagen, Hong Kong and New Jersey.

The following positions are now being actively recruited as a supplement to the existing team in Copenhagen:

VP of Sales

Copenhagen

Competitive package

- Reporting to the CEO
- Responsible for full sales activities and channels
- Meeting aggressive sales quota and manage a global direct sales force
- Managing the establishment of global indirect sales channel partners
- Managing a team of 6 sales professionals

You will have a proven track record in software/complex sales, as well as international exposure and experience. You will be an experienced people manager and be a creative dealmaker. In addition to a modern, open leadership style, you will have the ability to work independently and take necessary risks to achieve outstanding results. Shipping experience is a strong plus. Fluency in English is essential.

Channel Sales Manager

Copenhagen

Competitive package

- Reporting to the VP of Sales
- Responsible for managing and developing existing channel partner relationships (primarily shipping software companies)
- Identifying and establishing new channel partnerships
- Developing and executing sales training and incentive programs

Fluency in English is essential, with experience of working with customers / clients at all levels being highly important. You will be prepared to travel extensively and have excellent knowledge of, and experience in, software. Shipping experience is a strong plus.

Marketing Assistant

Copenhagen

Competitive salary

- Reporting to the VP of Sales
- Responsible for developing and managing marketing programs, advertising and PR
- Developing and executing lead generation campaigns
- Managing all global conference, exhibition and trade show participation

Fluency in English is essential (with native speakers preferred). Software marketing experience and a recent business qualification would be ideal, but are not absolutely necessary. However, enthusiasm, ambition and dedication are of key importance.

Customer Services Representative

Copenhagen

Competitive salary

- Reports to the VP of Client Relations
- Responsible for 1st line support to customers and transaction handling
- Assisting the Client Relations and Sales departments
- Managing user training as required

Fluency in English (written and spoken) is essential, as is the ability to manage a busy working day. You should find the IT industry interesting and be open-minded and willing to learn. Your background could be from the shipping, IT or call centres.

To apply for any of the above positions please send your resume and covering letter, in complete confidence, to akroner@thehrpeople.com or Anke Kroner, The HR People, International House, 26 Creechurch Lane, London EC3A 5BA. Alternatively, please call +44 207 204 2489 for further information. Detailed information on ShipServ on www.shipserv.com.