



ABOUT US

DP World is a leading enabler of global trade and an integral part of the supply chain. We operate multiple yet related businesses – from marine and inland terminals, maritime services, logistics and ancillary services to technology-driven trade solutions.

DP World has a portfolio of 78 operating marine and inland terminals supported by over 50 related businesses in 40 countries across six



continents with a significant presence in both high-growth and mature markets. We aim to be essential to the bright future of global trade, ensuring everything we do has a long-lasting positive impact on economies and society.

WE ARE LOOKING FOR A “CHIEF COMMERCIAL OFFICER” TO JOIN OUR NEW OFFICE IN BUCHAREST

MAIN RESPONSABILITIES:

- ◆ Identifies opportunities for business growth and strengthen competitive advantage;
- ◆ Responsible for integration of the commercial strategy for all DP World businesses in Romania;
- ◆ Analyzes information in order to support and make effective business decisions;
- ◆ Negotiates customer contracts and manages the key issues arising ref performance of customer contracts;
- ◆ Protects and expands our customer base-including of assessment of market risks and opportunities;
- ◆ Analyzes the market in order to support investment decision making and formulation/definition of long term strategy;
- ◆ Participates in industry, community and government departments/bodies (local and county councils, chambers of commerce) and other agencies and industry bodies;
- ◆ Manages communication on key dealings with authorities, agencies, clients etc.;
- ◆ Develops and implements the commercial strategy.

CAPABILITIES:

- ◆ Degree level or equivalent with relevant professional and management training;
- ◆ Confident verbal and written communication and presentation skills;
- ◆ Commercial experience at a senior managerial level in customer focused environment;
- ◆ Proven Experience in shipping and supply chain management;
- ◆ Minim 10 years commercial and industry experience.

WE ARE LOOKING FOR A PERSON THAT CAN OFFER US:

- ◆ Proven track record in leadership & commercial;
- ◆ Proven Change Management records;
- ◆ Proven Digitalization initiatives.

WE ARE OFFERING YOU:

- ◆ The opportunity to drive and implement commercial strategies & projects within a company with reputation on the national and international market, which is in the process of expansion;
- ◆ Consistent salary package, bonuses and benefits;
- ◆ Periodical professional development programs.

DP world is a multinational company, whose principles govern both the activity and the behavior of its employees. Our principles define what we do and who we are, DP World being known for shared values of it’s people.

If you read our job’s requirements and if these requirements triggered your curiosity, we invite you to inform us by submitting your resume.

DP WORLD