



## DP WORLD

### Commercial and Business Development Executive

In April 2016, **DP World Limassol** was awarded a 25-year concession to exclusively operate the multi-purpose and Cruise terminals in Limassol commencing February 2017. The terminal's activities, comprising of three multi-purpose quays, include break-bulk, general cargo, Ro-Ro, Oil & Gas services and the cruise terminal.

Are you an enthusiastic and ambitious professional who is eager to develop into **Commercial and Business Development Executive** we are looking for?

#### Responsibilities

- Assist in the development and execution of innovative marketing campaigns, projects, and events to enhance the company's visibility and brand
- Support planning activities, including arranging customer meetings, conferences and events;
- Serve as the primary point of contact for customers, managing contracts, creating promotional materials, and conducting detailed customer data analysis
- Act as the main point of contact for customers, and ensure timely and proactive follow up of their inquiries;
- Assist the Commercial and Business Development Manager with the implementation of the commercial activities, projects, events and marketing plans;
- Support the Commercial and Business Development Manager with developing best practices in tariff structures and negotiations; providing estimates and quotations
- Assist the Commercial and Business Development Manager with the business growth plans and new business opportunities, including market and ad-hoc opportunity analysis for decision making;
- Assist with the research and compilation of ad hoc data in relation to and for the benefit of commercial activities at DP World Limassol i.e. monitoring competitor activity, identifying opportunities and best practice;
- Assist with the commercial costing and pricing analysis and various other analyses as requested by the Commercial and Business Development Manager;
- Assist the Commercial and Business Development Manager in the creation of relevant charts, tables and presentations;
- To be an ambassador for the company at all times internally and externally;
- Comply with Fatal Risk Standards, Health & Safety Policy and safe working practices, ensure responsibility for safety and discipline in work area and report accidents and 'near misses' in accordance with defined safety procedures;

#### Requirements

- Degree level education in Business Management, preferably with a relevant Maritime/Port Management/Logistics qualification;
- Good knowledge of the Greek and English languages;



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- Excellent interpersonal and communication skills;
- Team player, flexible, pro-active, highly motivated and capable of working on own initiative and independently;
- Good planning and organizational skills;
- Problem solving and analytical capabilities;
- Customer focused and committed;
- Computer literate, excellent knowledge of Microsoft office packages;
- A proactive attitude, exceptional organizational skills, and the ability to work independently and as part of a team.
- At least 5 years of previous experience in a similar role
- Shipping industry knowledge, logistics background and commercial understanding

### Compensation

DP World offers exciting and challenging roles within a growing international organization. We strive to hire and develop the right people, locally and globally, stimulating personal growth and self-development within an informal atmosphere. We offer a market competitive compensation package.

If you are interested to apply for this position, please send your CV to [careers@dpworldlimassol.com](mailto:careers@dpworldlimassol.com) or apply online at [www.dpworldlimassol.com/careers](http://www.dpworldlimassol.com/careers). All applications received will be treated in the strictest confidence.