

Aruba Ports Authority N.V. (APA) aims to provide a safe, efficient, accessible transport system that guarantees the mobility of people and goods and contributes to economic development and cruise tourism. APA manages both the port in Oranjestad and the port in Barcadera. APA is an organization with ambitious plans for the future and is looking for candidates for the position:

Commercial Manager

Position:

As a key member of the management team, the Commercial Manager will report to the CEO and assumes a strategic role in the overall commercial management of the company. The Commercial Manager will have primary day-to-day responsibility for planning, implementing, managing, and controlling all commercial activities of the company. This will include direct responsibility for strategic plan, revenue opportunities, agreements, commercial analysis & reports, and negotiations, geared towards the cruise business, cargo, real estate and maritime services.

Primary duties & responsibility:

- Development and implementation of the short, medium and long-term strategic commercial policies and realization of strategic commercial objectives;
- Assist with high-level decisions about vision, policy and strategy;
- Management of the Commercial Department;
- Identify and address commercial risks and opportunities;
- Responsible for the commercial reporting;
- Stay up to date with business and marketing trends in regards to cruise, cargo, maritime service and port developments.

Qualifications and Requirements:

- Master's degree in the field of Business or related field;
- At least 5 years' experience in a senior management position;
- Broad or specialized knowledge of the field;
- Insight into social, financial, economic, technical, legal or political-administrative matters in a broader context than just one's own field of work;
- High level of integrity and dependability with a strong sense of urgency and results-orientation;
- Knowledge of and insight in the maritime and harbor sector;
- Skilled in the development and implementation of commercial strategies, policies and plans;
- Strong analytical, planning and problem-solving skills;
- Strong Management and leadership skills;
- Excellent verbal and written skills in English, Dutch and Papiamentu

Prospective candidates should submit their curriculum vitae along with a cover letter before the deadline of November 18, 2022, to the attention of Human Resources, Ms. Jo-anne Croes, via email hr@arubaports.com.