Position

Business Development – Pascagoula, Mississippi

Salary

Commensurate with Experience

Job Description

Signet Maritime Corporation has an immediate opening for Business Development to support our Offshore Towing Operations for the Eastern Gulf Region. This position is located in our Pascagoula Mississippi Office and is responsible for developing business and customer relations in Florida, Alabama, Mississippi, Louisiana and Houston. Successful candidate will be expected to manage the economic analysis, strategic planning, and tactical execution needed to drive our sales cycles and ensure our existing and future assets are fully utilized. Signet’s employees are our greatest asset and we are seeking a talented, motivated, self-starter to support our expanding operations. The ability to manage multiple projects in a fast paced, priority changing environment is a necessity. The successful candidate will become an important team member, an essential and valued employee supporting the Signet Team.

Duties and Responsibilities

1. Support business development team efforts by identifying potential leads, collecting and sharing market and industry intelligence both domestic and international;
2. Provides regular analysis of existing and future customer needs so as to anticipate future sales and business opportunities;
3. Maintain industry knowledge to identify market, technology and competitive trends;
4. Increases and maintains customer intimacy through strategic relationships with customers’ management based on a clear understanding of customers’ needs, vision and strategy;
5. Establish and maintain on-going client relationships with the various parties to anticipate and resolve potential problems, and develop new business from existing commercial relationships;
6. Consistently follow-up on new proposals, collaborate with senior/group management to execute business development activities, status of customers business, changes in requirements to ensure that existing and future contracts and bids can be delivered in the most efficient and effective way;
7. Assist with development of Estimated Cost Analysis Documents for Cost Management, Procurement, and Contractions of Projects;
8. Collaborate with marketing and public relations to ensure integrity of Signet brand;
Experience

1. Bachelor’s degree from an accredited college or university;
   - Minimum GPA of 3.0;
2. Three (3) years’ experience in business development, sales support, or quotes/proposal position;
3. Background in the Maritime Industry or Oil and Gas Industry.

Application Instructions

Interested applications should e-mail their application to Careers@SignetMaritime.com.

Additional Notes

1. Signet Maritime Corporation is an Equal Opportunity Employer and promotes diversity in the workplace.
2. The selected applicant will be subject to successfully passing a pre-employment drug screening and criminal background check.
3. Signet Maritime Corporation is a tobacco free company.