

Key Account Management Positions

Salary £Competitive + Attractive Bonus Structure + Benefits Package



Maritime Strategies International (MSI) Ltd is a small, dynamic and highly successful shipping consultancy business, based at London Bridge. It is widely respected for its forecasting and business advisory services to prestigious clients in the financial services sector and shipping/offshore industries across the globe.

Having achieved significant growth recently and with the backing of our major corporate shareholder we are committed to the next growth phase of our business and are expanding our innovative online forecasting services and applications thereof. To drive this process, we are seeking several entrepreneurial key account managers to deepen the relationships we have with our existing clients and actively seek new opportunities.

We are looking for highly motivated individuals with proven experience in key account management, strategic marketing or business development within the financial services and/or shipping industry.

The successful candidates will:

- Play a leading role in devising and implementing the sales and marketing plan for our new online ship valuation platform
- Increase revenue from our existing product range and service applications through the identification of potential opportunities and gathering of competitor intelligence
- Ensure the accurate, up-to-date maintenance of MSI's CRM system in order to build/deepen relationships with our existing client base
- Enable and manage product access, assess and promote increased usage
- Work closely and efficiently with the analytical team on marketing strategy as well as contribute to account planning activities and implement tailored engagement plans
- Represent MSI at various international shipping events

The ideal candidates will have:

- A minimum upper second class degree from a top class university, preferably in a numerical subject and/or professional qualifications in marketing
- A minimum of 3 years' experience within a marketing/strategic role and a proven track record in a small company, high growth environment.
- A high degree of competency with MS Office products and CRM systems
- The ability to communicate marketing messages effectively to a wide range of audiences
- Excellent time management skills and a consistent record of meeting deadlines
- Excellent written and oral communication

In return, MSI offers a competitive remuneration package as well as 25 days annual leave, subsidised gym membership, healthcare and pension contributions. We welcome applications from candidates with differing levels of experience as we are seeking senior and support roles. Basic salary will be dependent on experience with an attractive bonus structure.

The successful candidates will play a pivotal role in a challenging, yet rewarding, environment and will be exposed to an array of shipping sectors and financial services clients. The roles will primarily be based with the rest of the MSI team in London Bridge, but with the expectation of travel.

For further information on MSI please visit our website at www.msilttd.com and/or contact Reuben Ramanah on 0207 940 0070.