

P&O Maritime is a diverse global company in the marine transport sector delivering innovative and sustainable solutions in partnership with our customers. With a strong focus on business growth and excellence, P&O's operations span Australasia, South America, Europe, Middle East and Africa.

About the Role

Based in Dubai at the Corporate Office and reporting to the Group Financial Controller (GFC), the Sr. Manager Business Development (SMBD) is responsible to support originate/evaluate transactions to enhance the overall value of the company either in the form of investments, mergers & acquisitions, monetization or disposals. This involves constant understanding of the relevant industry trends, economic landscape, and market appetite.

The Maritime industry is constantly changing and it is important that in order to create value, P&O Maritime must be constantly evaluating its portfolio and look for new opportunities to create long-term value and to de-risk its global footprints.

Qualification, Competencies and Experience

- Chartered Accountant or MBA with 10-15 years of in-depth understanding of Maritime business and associated cash-flow model; and
- Good understanding of structured finance and business valuation methodologies

Key Attributes

- Advanced commercial awareness and understanding of business needs (including awareness and sensitivity to differing international and cultural business practices, and the flexibility to work within different cultural environments).
- Strategic thinking and planning skills.
- Excellent analytical, organisational and leadership skills.
- Ability to effectively negotiate legal issues and transaction documentation with Counterparties.
- Strong communication and interpersonal skills, enabling effective communication with all levels within P&O Maritime, joint venture partners, board members, government and regulatory representatives and external parties.
- Strong project management and coordination
- Strong report writing and presentation skills
- Ability to communicate effectively with senior management to achieve buy-in

Further details about this role are outlined in the attached Job Description.

The employment benefits package is reflective of the market and location. A competitive salary package commensurate with the successful applicant's skills and experience will be offered.

Applications to be submitted online via this link:

<http://careers.dpworld.com/careers/dw/VacancyDetail.aspx?lang=en-US&VacancyID=128789>