



- **Lead P&O Maritime Operations in PNG**
 - **Drive Business Growth**
- **Based in Port Moresby, Papua New Guinea**

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&OM's operations span Australasia, South America, Europe, Middle East and Africa.

With the support of our parent company, DP World, P&OM's Papua New Guinea Business Unit has a growth strategy that is focused on expansion of specialised marine solutions in the resources specialist service sectors. The Country Manager, Papua New Guinea is responsible for leading operations across multiple sites in PNG, as well as contributing to the growth of P&O Maritime's presence in the Country.

Reporting to the Managing Director, based in Dubai, the successful candidate will manage the PNG Operations base and support functions which interface with Group Head Office, to deliver required growth, high performance outcomes and customer service excellence. Regular travel is expected for this role in order to meet customers and potential new clients, and visit operational sites and teams.

This leadership position is jointly responsible with the Director Group Commercial & Business Development for business strategy and growth in the region, with contribution to the wider Group strategy and objectives. This position has a strong corporate governance and safety performance focus and acts as the local management representative in all PNG related matters.

Further information about the business can be found on the website: www.pomaritime.com

Applications are invited from candidates who can demonstrate the following:

- Strong leadership and management skills in a complex environment
- Proven experience in commercial vessel fleets and/or marine fleet operations at a senior level and an understanding of maritime technical and governance regimes
- Keen customer awareness and experience in managing and enhancing customer communication and relationships
- Demonstrated ability to drive a strong safety and continuous improvement culture
- A clear understanding of business and commercial drivers and the ability to work across cross-cultural borders
- Demonstrated ability to build effective staff relationships and enhance performance and capability
- Ability to mentor and develop people to achieve their full potential
- Highly developed communication, interpersonal and negotiation skills
- Experience across commercial/business development and client engagement
- Sound experience in budget planning and regular management reporting
- Strong finance and commercial skills
- Strong analytical and problem solving skills

Applicants should have previous experience in operations and commercially focused management roles at the senior level within the maritime sector, preferably with Australasian/PNG exposure. Solid operational leadership is critical to success in this role, as is demonstrated achievement in growing business in a competitive environment.

The ideal candidate will hold a management or business qualification. Maritime qualifications will be well-regarded. Applications close 15 August.

Applicants are asked to address the above selection criteria in a covering letter and submit this along with your CV via the link below.

https://www.seek.com.au/job/33940446?_ga=2.75834325.1540386422.1500357213-997348768.1488504099