

▶ VACANCY – Commercial Manager – Asia (based in Singapore)



The Shipowners' Club is a mutual insurance association. We offer Protection & Indemnity (P&I), Legal Costs Cover and associated insurances to smaller and specialist vessel owners, operators and charterers around the world. Building on over 160 years of experience, the Shipowners' Club provides tailor-made insurance packages for each operator according to their particular need.

We are now seeking a Commercial Manager - Asia to join us on a permanent basis.

The successful candidate will work closely with Chief Executive – Singapore Branch to assist with commercial development in the Asian region including the careful preservation of existing business relationships. There will be a sharp focus on identifying and developing new business opportunities and support the retention of existing business. This position will work in close liaison with the Head of Underwriting and Underwriting Managers to support Branch Underwriting development to build and develop successful Broker and Member relationships, being highly visible in the regional market.

The successful candidate will have significant marine underwriting experience ideally within P&I and exceptional relationship building skills to nurture customer relationships. They should have the ability to confidently market the Club in new business opportunities and use skilful negotiation and presentation skills to achieve mutually beneficial outcomes. Budgeting, analysis, and business planning experience are also desirable.

This is a fantastic opportunity for someone to join an experienced and well-respected team, whilst building on their prior experience.

*We recognise the business benefits of having a diverse and inclusive community. We all have something unique to bring to the table and by embracing those differences we seek to build and maintain an environment which attracts and values diversity and where everyone can develop their talents and be themselves. For us, diversity and inclusion goes above and beyond focusing on protected characteristics – we want all our colleagues to bring 100% of themselves to work. With a happy and engaged workforce we all strive to work together to be the best that we can be for the mutual benefit of ourselves and our Members.*

If interested in this role, please send us your **CV and covering letter** outlining why you would be suitable for this position and your salary requirements to **[hr.smpsb@shipownersclub.com](mailto:hr.smpsb@shipownersclub.com)**

*Due to the large numbers of applications we receive it may not be possible to respond to every application. Therefore, only short-listed candidates will be contacted for this particular role and if you haven't heard from us within 3 weeks, please assume you have been unsuccessful on this occasion.*

**Please note, we do not want and will not accept CV's via agencies.**