

Vacancy– Country Manager Taiwan

This is an exciting new opportunity to work in one of the most dynamic countries in the world, Taiwan, in the role of Country Manager. The primary role will involve overseeing projects, developing new business, and ensuring profitability with key responsibility for managing overall operations within the country. The position will also involve working with internal and local stakeholders to ensure projects are completed safely and in line with our client's expectations.

Job Summary

The Country Manager will be responsible for managing the day-to-day business in Taiwan ensuring logistics related to travel of personnel, vessel and equipment movements are looked after and that planned port calls are well prepared and organized, such that all services required are provided in a timely manner, in accordance with the strictest HSE regulations. Key tasks are to pre-empt any issues which may become a source of delay and mitigate these to an ALARP level, represent the Project Manager and attend briefings/meetings in person to represent the Company. The Country Manager will facilitate and lead (if required) in country project kick-off meetings and maintain contact with local clients and follow any developments relevant to our business line.

Functions and duties

The duties assigned to the Country Manager are varied, and will include:

- Responsible for managing all operations within Taiwan, including client liaison, planning and scheduling, commercial control, staffing, supervision of execution.
- Subcontract management including agents, logistical service providers, port services, soil testing laboratories and freelance personnel.
- Port call planning ensuring resources are lined up to execute the port call as efficient as possible.
- Accountability of our Health and Safety Framework to achieve our core values, leaders and employees across our entire organization must take accountability for health and safety.
- Assist all departments in identifying suitable contractors to support our operations.
- Issue monthly reports concerning the current market overview, upcoming tenders and prospects, lost prospects, and whereabouts/activities of competitors.
- Maintain contact with local Clients.
- Being the Geoquip focal point for future Client relationships and organising business development opportunities.
- Generate leads and provide follow up to convert these leads into invitations to tender.

Qualifications and Experience

- Bachelor's degree in Geology, Civil Engineering (with a geotechnics emphasis) or similar, or equivalent evidence of continued professional development to an equivalent level.
- High level of experience in operational management of offshore geotechnical services.
- Experienced in planning and leading offshore geotechnical site investigations.
- Experienced in managing the requirements of high-end Clients (meetings, keeping them apprised of project progress)
- Strong QHSE acumen

Desirable

- Experienced in sub-contractor management.
- Experienced in managing logistics.
- Business development acumen.

- Basic level of understanding of vessel management.

We offer a competitive salary and benefits dependant on experience including a relocation package.

If you are ready to take on a new challenge with us an international offshore company in the position of Country Manager Taiwan, then we would welcome your application.

To apply for this position please send your resume and cover letter to careers@geoquip-marine.com with the vacancy title as your reference.