



Seagull AS, located in Horten, is the recognized global leader in computer based, internet and onboard training for seafarers. Founded in 1996 Seagull has grown into a dynamic international company. Our commitment to providing powerful, leading-edge technology solutions makes Seagull the training partner of choice by the world's most successful shipping companies. Seagull has 95 employees in offices in Norway, UK, Poland, Germany, Greece, Singapore, Japan and USA. Our software products are used by 7000 vessels worldwide and we are experiencing a steady growth. Our headquarter in Horten consist of 50 employees with an excellent working environment.

An important position in an international and fast growing company

Product Advisor

Our Product Advisors fills a very important role as part of our sales and marketing team.

The Product Advisor's main function is to actively build customer relationship with our existing customers. She/he must be able to advice, propose and execute plans regarding the use of Seagull products and services in cooperation with the customer. Some travel is required.

Main tasks:

- Perform to the highest standards of customer service
- Actively build customer relationship with existing customers
- Advice, propose and execute plans regarding use of Seagull products and services in cooperation with the customer, and in assistance with the Area Sales Manager
- Update customer product use with the goal to better serve the customer and to expand customer sales
- Responsible to guide the customer into making the optimum selection of Computer Based Training titles to fit the customers need
- Communicate with customers and the Operations team to update subscription/sales agreements and its related documentation

- Ensure that customer subscription/sales agreements and its related documentation at all times are completed accurately and scheduled for implementation within the Operation Department
- Update training matrix for customer as needed
- Ensure correct updating of customer relationship program (CHROME) related to relevant Customer accounts
- Have in depth knowledge of product and product use
- Understand correct use of subscription/sales agreements pricing policy
- Participate and assist Area Sales Manager when required, in organising the User Conferences
- Assist as needed Manager Product Advisory with proposing annual plans and budgets for sales and marketing towards existing customers
- Position supervises Contract Coordinator

Qualifications:

Candidates require excellent writing abilities in English and Norwegian and must have strong organizational skills and an attention to details. Maritime background is required.

The candidate would need to be flexible, able to “multi-task” and be competent in the use of Microsoft Office Applications on daily basis.

We offer:

- Competitive terms and conditions
- Good pension scheme
- Corporate Health Services
- Company Cabin
- Gym membership
- Free parking
- A dynamic and good working environment

For further information regarding the position please contact:

Manager Product Advisory; Knut Haakon H. Hansen, tlf. 33 03 09 42 / 48 18 16 66

Please enclose your CV and apply for the position to siri@odinsove.no as soon as possible, and before September 8th.