

Aruba Ports Authority N.V. (APA) aims to provide a safe, efficient, accessible transport system that guarantees the mobility of people and goods and contributes to economic development and (cruise) tourism. APA manages both the port in Oranjestad and the port in Barcadera. APA is an organization with ambitious plans for the future and is looking for candidates for the position:

Business Development Officer

Primary duties & responsibility:

The Business Development Officer reports to the Chief Commercial Officer and is responsible for implementing and executing the commercial strategy of APA and makes an overall contribution to the organizational objectives.

Qualifications:

Prospective candidates should meet the following requirements:

- ❖ Bachelor's degree in the commercial, financial or legal field;
- ❖ 3 years' experience in a similar position;
- ❖ Contributes to the development of the (annual) commercial strategy and plans of APA;
- ❖ Identifies new business development opportunities, potential clients, long-term cooperation and sustainable contracts with customers and users, and new exploitation options for expanding business areas and revenue streams for APA;
- ❖ Supports the commercial department in communication activities (local and international) including public relations (press releases, social media, etc.) and advertising (online and print) both on a corporate as well as commercial.
- ❖ Theoretical and practical knowledge of the field;
- ❖ Insight into social, financial, economic, technical, legal or political-administrative matters of one's own field of work;
- ❖ Commercial skills, including marketing, customer service and experience and data analysis;
- ❖ Strategic thinking, communication and interpersonal skills;
- ❖ Planning and organizing skills;
- ❖ Representative appearance and customer-oriented;
- ❖ Oral and written skills in Papiamentu, Dutch and English, preferably Spanish.

Working conditions:

APA offers competitive employment conditions and a challenging position in a dynamic organization.

Information and application:

If you are interested in this position and think that you meet the qualifications, please send your application letter and curriculum vitae to the attention of our Human Resources Manager, Ms. Jo-anne Croes at hr@arubaports.com by September 6, 2024.