

North East Europe Marine Operations Director

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Company: RINA

Location: Gdańsk

Category: other-general

RINA is currently recruiting for a **North East Europe Marine Operations Director** to join its office in **Gdansk** within the Marine North Europe Region Division.

Mission

Marine Area Operations Director oversees all operational activities within a specific geographical area. The successful candidate will be responsible for implementing the strategic plan, managing day-to-day operations, and ensuring the achievement of quality, technical, operative, and financial objectives. The Area

Marine Operations Director will lead a team of professionals to deliver exceptional service to our customers while optimizing performance and efficiency.

Key Accountabilities

Strategic Planning and Implementation:

- Develop and implement strategic plans for the designated geographical area, aligning with company objectives and industry trends.
- Monitor market conditions, competitor activities, and regulatory changes to inform strategic decision-making.
- Ensure alignment of operational activities with long-term business goals and objectives.

Operational Management:

- Oversee all operational activities within the area, including Italy Region Office and Survey Station.
- Manage day-to-day operations to ensure efficiency, compliance, and quality service delivery.

- Optimize resource allocation and utilization to achieve operational excellence and cost efficiency.

Financial Performance:

- Set and achieve financial objectives for the area, including margins, cash flow, and credit collection.
- Monitor financial performance metrics and take corrective actions as necessary to ensure profitability.
- Identify opportunities for revenue growth and cost reduction to maximize financial outcomes.

Service Delivery and Quality Assurance:

- Plan, manage, and monitor the implementation of operational activities to deliver on approved plans and continuously enhance service delivery.
- Ensure adherence to all applicable rules, regulations, procedures, and working instruments.
- Measure operational performance in terms of quality and technical consistency of service delivery.

Customer Engagement and Satisfaction:

- Collaborate with Business Development OUs to ensure robust pre and post-sales engagement with customers.
- Provide technical assistance to customers and local authorities to address their needs and concerns.
- Ensure the highest levels of customer satisfaction through effective service delivery and responsiveness.

Leadership and Team Development:

- Motivate, coach, and lead the area team to a high-performance mindset, fostering a culture of continuous improvement.
- Delegate tasks and responsibilities effectively to empower team members and support operational efficiency.
- Provide guidance, support, and professional development opportunities to enhance team capabilities and performance.

Regulatory Compliance and Data Protection:

- Ensure compliance with all applicable rules, regulations, and standards governing marine operations.
- Conduct local control and verify technical consistency of documents and reports according to

established procedures.

What we are looking for

1. Education and Experience:

Extensive experience (+7 years) in marine operations management within a classification society

or related industry.

Proven track record of achieving operational and financial objectives in a complex regulatory environment.

2. Leadership and Management Skills:

Strong leadership skills with the ability to motivate and inspire teams to deliver exceptional results.

Experience in managing diverse teams and fostering a culture of collaboration and continuous

improvement.

Excellent decision-making and problem-solving abilities, with a strategic mindset.

3. Industry Knowledge:

In-depth understanding of classification society operations, regulations, and standards.

Knowledge of maritime industry trends, challenges, and best practices.

Familiarity with relevant international regulations and conventions governing marine operations.

4. Technical Proficiency:

Proficiency in marine engineering principles, naval architecture, and vessel classification processes.

Ability to interpret technical specifications, drawings, and documentation related to marine operations.

Experience with project management, quality assurance, and risk management methodologies.

5. Communication and Interpersonal Skills:

Excellent communication and interpersonal skills, with the ability to effectively collaborate with

internal and external stakeholders.

Strong presentation skills, with the ability to convey complex technical information in a clear and

concise manner.

Fluency in English and Italian (if applicable), both written and spoken.

6. Financial Acumen:

Strong financial acumen with the ability to set and achieve financial objectives, manage budgets,

and analyze financial performance.

Experience in cost management, revenue forecasting, and financial reporting.

7. Regulatory Compliance and Data Protection:

Knowledge of relevant regulations, standards, and guidelines governing marine operations and

classification societies.

Understanding of data protection regulations, including GDPR, and experience in ensuring compliance within operational activities.

Ability to conduct audits, inspections, and assessments to verify regulatory compliance and quality

standards.

8. Certifications and Professional Affiliations:

Relevant certifications or professional affiliations in marine engineering, naval architecture, or

classification society operations are preferred.

Continuous professional development and participation in relevant industry seminars, workshops,

and conferences.

#LI-MP2

With over 5,600 employees and 200 offices in 70 countries worldwide, RINA is a multinational player which provides certification, marine classification, product testing, site supervision and vendor inspection, training and engineering consultancy services across a wide range of sectors. Our business model covers the full process of project development, from concept to completion. The aim is to guarantee a project's technical, environmental and safety - and sometimes also economic and financial - sustainability.

At RINA, we endeavor to create a work environment where every single person is valued and encouraged to develop new ideas. We provide equal employment opportunities and are committed to creating a workplace where everyone feels respected and safe from

discrimination or harassment of any kind. We are also compliant to the Italian Law n. 68/99.

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