



ASSISTANT COMMERCIAL MANAGER

JOB PACK

Support and guidance for candidates



TABLE OF CONTENTS

- Welcome to Gardline
- Our Mission
- Our Values
- Boskalis - Our Parent Company
- Organisational Architecture
- Top Talent Opportunity
- Human Excellence
- How to Apply
- Your Interview
- Helpful Information

WELCOME TO GARDLINE

Dear applicant

Thank you for your interest in the Assistant Commercial Manager role at Gardline Limited. As an Assistant Commercial Manager at Gardline you will be primarily responsible for reviewing business opportunities and developing them where appropriate to detailed proposals. You will enjoy the full support of the Gardline SME teams through this process and you will be responsible for presenting your proposal to the management team prior to submission. For awarded projects you will perform a handover to our project management team and continue to support them through the project execution phase as required. This is an excellent opportunity for someone looking for the next step in their career to join this busy and exciting sector during the global energy transition.

Gardline Limited values diversity and is committed to creating an inclusive workplace where everyone can thrive. We welcome applications from individuals of all backgrounds and experiences.



For more detailed information about the role and the application process, please refer to the accompanying documents. Should you have any questions about the position, feel free to reach out to our Recruitment Team at recruitment@gardline.com.

If you are interested in working for us and believe that this job suits you, I encourage you to apply.

Best regards,

Alex Southgate
Head of HR



MV OCEAN RESOLUTION

WHO WE ARE OUR MISSION

Everything we do is shaped by our vision and mission. From the people we recruit to the solutions and services we develop, we constantly strive for excellence, with industry leading, problem solving through offshore data-driven insight. By providing high quality data and expert analysis, we lay the foundations for efficient progress and sustainable growth.

We empower our energy clients through our marine surveys, with integrity, excellence and innovation; the keys to our success. You'll find such qualities in our people, our environment and our policies and practices. It's the way we encourage our staff to think, speak and behave. Above and below sea level, Gardline performs second to none in both worlds.

Our vision

The importance of in-depth marine survey will continue to grow, especially due to the challenges of a transforming energy sector.

Our mission

Gardline empowers the transforming energy sector by providing second to none marine surveying.

Our future

With intelligent solutions, smart project control and in-house developed technologies, we work with our clients to deliver a cleaner, safer environment for tomorrow. Above and below sea level, Gardline performs second to none in both worlds.

WHO WE ARE OUR VALUES

Our Values: Setting the tone for 'how we do things around here'

Safety

Our people and their safety is the core of our success. Safety is the top priority in everything we do. Our behavioural safety program NINA targets No Injuries No Accidents to safeguard our colleagues and suppliers.

Responsibleness

We are committed to conduct our business with integrity, honesty and fairness. Integrity is a prerequisite for success and an important cornerstone of our reputation. The impact of our activities on society and the environment is a key element in the way we conduct our day-to-day business.

Professionalism

We strive to achieve the best results for the job without making promises we cannot deliver. With our expertise and experience in project management, operations and risk management we seek to deliver our projects safely, on time and within budget.

Entrepreneurship

We offer innovative, competitive and sustainable solutions for our clients. With our strong business sense, we are forward thinking, exploring new ideas and opportunities. We take pride in creating new horizons.

Teamwork

By working together we create new horizons. We approach our complex and specialist work with a collective mindset and the objective to excel. Collaboration within teams and cooperating with clients, suppliers and other stakeholders allows us to get the job done.

OUR PARENT COMPANY

BOSKALIS

A leading global dredging and offshore contractor and maritime services provider, Boskalis offer a unique combination of experts, vessels and activities. With their origins in the Netherlands, Boskalis have been operating for over 100 years. Today they create new horizons for their stakeholders in the ports, offshore energy, maritime and inland infrastructure markets. Boskalis acquired Gardline in 2018 and since then have been instrumental in the development, improvement and success of the business. We work closely with our counterparts in Papendrecht across the business. If you would like to find out more about Boskalis, visit www.boskalis.com.

BOKA VANGUARD

ORGANISATIONAL ARCHITECTURE

SURVEY

Our Survey Division is responsible for end-to-end survey management, for our fleet of multi-role survey vessels and takes care of our offshore survey and marine crew. They organise crewing and travel needs, procuring supplies for the vessels, mobilisations, data acquisition and project management through to the final deliverable report to the client.

GEOTECHNICAL

Our Geotechnical Division is responsible for end-to-end geotechnical management for our fleet of geotechnical vessels including, taking care of our offshore geotechnical crew, project management, data acquisition and analysis in our onshore laboratory, contributing to the final deliverable report to the client.

ENGINEERING

Our Engineering Division is responsible for ensuring that all our equipment and technology is in good working order, available and on the vessels in good time, ready for our projects. The Workshop and Logistics Departments take the lead on this, whilst our Research and Development Teams work on equipment improvement and innovation. Our Positioning Team work on our navigation systems, ensuring we are in the right place at the right time.

CENTRAL SERVICES

Central Services in Gardline comprises of the business functional needs, such as IT, Finance, HR, SHEQ, Facilities and Legal Departments and are essential in the smooth running of the business both operationally and for our people.

TOP TALENT OPPORTUNITY

ASSISTANT COMMERCIAL MANAGER

TEAM: Survey

REPORTS TO: Senior Commercial Manager

LOCATION: Onshore. Endeavour House, Admiralty Road, Great Yarmouth, NR31 3NG

DURATION: The position is a full-time, permanent role, 37.5 hours per week.



TOP TALENT OPPORTUNITY

MAIN DUTIES

As an Assistant Commercial Manager at Gardline you will be primarily responsible for reviewing business opportunities and developing them where appropriate to detailed proposals. You will enjoy the full support of the Gardline SME teams through this process and you will be responsible for presenting your proposal to the management team prior to submission. For awarded projects you will perform a handover to our project management team and continue to support them through the project execution phase as required. This is an excellent opportunity for someone looking for the next step in their career to join this busy and exciting sector during the global energy transition.

Your responsibilities as an Assistant Commercial Manager

- Reviewing tender opportunities and updating tender database.
- Preparing tender responses in collaboration with other Gardline stakeholders, developing contract / commercial / technical risk register, bid price, performance outcomes and supporting tender documentation.
- Presenting well developed offers to management team for review and approval.
- Monitoring timely availability of requested clarifications, informing relevant (internal and external) stakeholders. Ensure submission of clarification documentation within agreed times.
- Supporting the geotechnical department at a commercial, organisational, administrative and project level. Also support the department with relevant market, competitive and customer information for developing the Commercial and/or Business Development plan for the target market.
- Preparing and presenting contract handovers to the project management team.
- Contributing to lessons learned through the tendering and project phases and ensuring those are captured, disseminated, and reflected in updated procedures and templates where appropriate.
- Representing the Company / Business Unit at meetings, conferences, and exhibitions as required and developing business opportunities and building effective relationships through positive engagement with clients and other stakeholders.

TOP TALENT OPPORTUNITY

OTHER REQUIREMENTS

- As an employee, you help maintain our company's quality, safety and environmental management system in the process of continuous improvement.
- As an employee, you assume, within your range of duties, your responsibility in following all the measures taken by the company regarding quality, safety and the environment.



HORIZON GEODRILL

WHAT YOU CAN EXPECT HERE

HUMAN EXCELLENCE

Human Excellence is all about creating an environment at Gardline where you feel safe, connected and involved. Where you can work on your talents and bring out the best in yourself. It's about knowing and being able to be yourself, enjoying your work, being distinctive and finding balance in your work. We encourage everyone to constantly work on this and offer you the tools to support you. Human Excellence consists of four focus areas:



**Performance &
Development**



Vitality



**Internal
Mobility**



**Diversity &
Inclusion**

APPLICATION & INTERVIEWS

HOW TO APPLY

Before you apply

Before you apply, please ensure that you have the necessary documentation (if applicable) including:

- Right to work in the UK
- Ability to pass any role specific training requirements

How to apply

Please apply by uploading your CV and Cover Letter to our careers site.



OCEAN ENDEAVOUR

APPLICATION & INTERVIEWS

YOUR INTERVIEW

Interviews

Should your application reach shortlisting, a member of our Recruitment Team will be in touch to schedule an interview. This will be at either one of our offices in Great Yarmouth or via Microsoft Teams. The interview may last up to 60 minutes with additional interviews scheduled afterwards if necessary.

We have three office locations in Great Yarmouth. Please take note of the location of your interview.

Endeavour House

Admiralty Road
Great Yarmouth
Norfolk
NR30 3NG

Prospect House

Hewett Road
Hewett Park
Great Yarmouth
Norfolk
NR31 0NN

Hewett Park

Hewett Road
Hewett Park
Great Yarmouth
Norfolk
NR31 0NN

APPLICATION & INTERVIEWS

HELPFUL INFORMATION

Getting You Ready For Interview

To help you do your best at your interview, we have collated some helpful facts about Gardline which might be of help to you.

- Gardline was founded in 1969
- We employ over 500 people both onshore and offshore
- Gardline is a wholly owned subsidiary of Boskalis
- We have a fleet of 12, privately owned survey vessels
- We undertake geophysical, geotechnical and environmental surveys for offshore wind and oil and gas majors all over the world
- We provide marine surveys and data which support the construction of offshore energy assets
- We are known for our experienced staff, dedicated vessels, and state-of-the-art equipment.



GET IN TOUCH

recruitmentgardline.com

