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## General Manager – Technical (Marine Operations)

### Description

#### Job Summary

The GM will lead and oversee all aspects of the maritime crew management company, leveraging extensive seafaring experience as a Master or Chief Engineer to ensure operational excellence, regulatory compliance, and sustainable growth. The GM is responsible for strategic direction, financial performance, crew welfare, and maintaining the highest standards in crew management services.

#### Responsibilities

##### Strategic Leadership

Develop and execute the company's strategic plan aligned with long-term goals in maritime crew management, focusing on operational efficiency, crew welfare, and regulatory compliance.

##### Operational Oversight

Oversee all crew management operations including recruitment, scheduling, training, payroll, and welfare of seafarers to ensure smooth vessel operations and compliance with international maritime regulations (STCW, MLC, flag state requirements).

##### Fleet and Maintenance Coordination

Utilize maritime expertise to supervise the Planned Maintenance System, vessel inspections, audits, dockings, and major projects related to crew and vessel operational readiness.

##### Financial Management

Take full responsibility for the company's profit and loss (P&L), driving revenue growth and cost control measures specific to crew management services.

##### Team Leadership and Development

Mentor and lead a diverse team of managers, superintendents, and administrative staff, fostering a culture of high performance, collaboration, and continuous improvement.

##### Stakeholder Engagement

Act as the primary liaison with ship owners, charterers, regulatory bodies, and the Board of Directors, providing regular reports on company performance, compliance, and strategic initiatives.

##### Regulatory Compliance and Safety

### Employment Type

Full-time

### Industry

Maritime / Shipping

### Job Location

Noida, India

### Date posted

May 22, 2025

Ensure all crew management practices comply with maritime laws and conventions, maintaining the highest standards of safety and crew welfare.

### **Technology and Innovation**

Champion the adoption of advanced crew management systems and digital tools to streamline operations, improve data accuracy, and enhance crew satisfaction.

### **Qualifications**

Proven leadership experience in maritime operations, preferably with prior service as a Master or Chief Engineer in the merchant navy.

Deep understanding of maritime crew management, including recruitment, training, certification, and welfare.

Strong knowledge of maritime regulations such as STCW, MLC, and flag state requirements.

Experience managing large teams and complex operational workflows in a multi-cultural environment.

Demonstrated ability to manage financial performance and develop strategic business plans.

Excellent communication, negotiation, and stakeholder management skills.

Relevant maritime certifications and licenses appropriate to the rank of Master or Chief Engineer.

Bachelor's degree in Maritime Studies, Engineering, Business Administration, or related field; an MBA or equivalent is an advantage.

### **Personal Attributes**

Visionary and resilient leader with a passion for maritime safety and crew welfare.

Strong decision-making and problem-solving skills.

Ability to work under pressure and adapt to dynamic maritime industry challenges.

Commitment to ethical practices, sustainability, and continuous professional development.

### **Job Benefits**

#### **Benefits**

Competitive salary with performance-based incentives.

Opportunity to lead a specialized maritime crew management company with a global footprint.

Professional development and networking opportunities within the maritime industry.