

# Maritime Procurement Manager

**Department:** Operations  
**Location:** North Haven, Connecticut USA  
**Reporting to:** Director of Operations

## ESSENTIAL DUTIES & RESPONSIBILITIES

*The focus of this position will be to develop, manage and operate a set of company-wide functions related to the procurement of materials to support Ecochlor's operations around the world. Duties will include (but are not limited to):*

- Develop and lead a centralized procurement program that adds value and efficiency to the organization
  - Maintain strong working relationships with strategic suppliers to assure cost, quality, and delivery targets are met. Maintain effective system monitoring of all product deliveries from vendors
  - Lead negotiations with stakeholders, vendors, and partners
    - Explore rebates, volume discounts, and other advantageous arrangements
    - Purchasing/Stocking Agreements
  - Prepare supplier contract and delivery schedules
  - Troubleshoot on all invoice and price issues along with delivery-related problems and take necessary actions to ensure availability of product
  - Monitor all returns to vendors and coordinate with accounting departments and warehouses
- Manage the current Ecochlor vendor list, optimizing for price and performance as well as delivery requirements in accordance with Ecochlor purchasing targets
- Develop and maintain relationships with new vendors
  - Manage items information and update purchasing data in NetSuite
- Consolidate current Ecochlor's procurement requirements for all equipment and chemicals
  - Optimize NetSuite to support the integrated procurement process and cost tracking
  - Establish procurement performance metrics.
- Implement best practices in buyer and supplier management to support commercial and operational objectives, e.g., repeated and high volume purchasing, purchase agreements, and purchasing strategies.
- Identify areas for improvement to continually drive performance and business results
- Analyze market and delivery trends to develop strategies and processes that support those trends
- Identify needs and develop roles for procurement support staff. Recruit, train, manage

## REQUIRED EXPERIENCE

- College degree or related working experience
- At least 5 years of related work experience in management as a buyer / planner
- MRP I
- Purchasing in a global market: China, Europe, USA, India
- Maritime industry experience
- Excellent English communications skills, both spoken and written
- Ability to work well under pressure
- Analytical, planning, execution and strong problem-solving skills
- Good team player with a positive attitude and integrity

*Preference will be given to those candidates that have experience in:*

- NetSuite ERP
- Proficiency in foreign languages

*Position Details*

Salary for this position is dependent on experience, Ecochlor offers a strong benefits package. This position is based on-site at our Headquarters in North Haven, options for a hybrid schedule may be considered as well as flexible in-office hours. Qualified candidates must show proof that they can legally work in the U.S.

Send Resume and Cover Letter to [jobs@ecochlor.com](mailto:jobs@ecochlor.com)

**ABOUT ECOCHLOR**

Ecochlor, Inc. was founded in 2001 to provide a simple, reliable, cost-effective, easy to use ballast water management system for the maritime industry. From the first ballast operation and every one thereafter, Ecochlor technicians analyze data to ensure system operability offering shipowners the “best in class” global service they need for BWMS compliance for the life of the vessel. Drawing on 20 years of experience in the BWMS market, Ecochlor continues to expand and diversify through a “Green Marine” platform in collaboration with innovative maritime business providers that offer environmental products and services to the maritime industry.