

VP Commercial - Maritime, Ports & Waterfront Infrastructure

Industry: Smart Cities, Maritime, Shipping, Infrastructure, Energy, Ports, River Freight

Remote working – 20 hours per month

Services for equity arrangement

Start and onboard immediately

Evolves to a paid role upon upcoming post-revenue milestones

Want to assist an exciting, innovative, smart infrastructure venture that is passionate and determined to accelerate the new world of clean energy, transportation and maritime to net zero & to meet ESG targets?

As a group, ELIRE has accelerated very quickly over the last months to position our ventures and world-first solutions critical to accelerating the ecosystem shift to adopt new technologies. ELIRE Infra has a long pipeline of exciting projects from London, UK, UAE, Australia, Nordics and the Mediterranean.

Company Description -

ELIRE Group pioneers innovative solutions at the intersection of infrastructure, transport, and clean energy to help clients achieve decarbonisation and net zero goals. The company values commercially viable, scalable, and impactful innovation, blending existing technologies with new ideas to drive change.

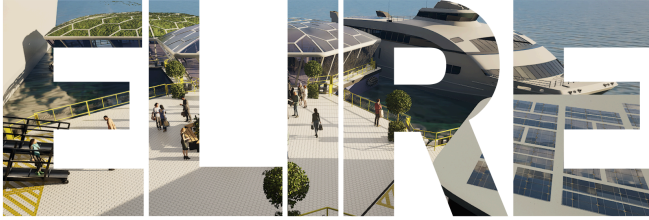
Role Description -

We are seeking a visionary, results-driven, and forward-thinking **Chief Commercial Officer (CCO)** to lead and expand our commercial strategy across maritime, ports, energy, and infrastructure sectors.

The successful candidate will have deep industry experience, a strong UK network, and ideally international exposure, with a demonstrated track record of driving business growth, building strategic partnerships, and leading high-performing teams.

A passion for innovation, sustainable development, and the transition to net zero in energy (for example offshore wind), shipping, maritime, and the cruise industry is essential.

You will work closely with our dynamic executive leadership, including the Group CEO and Founder, and join an amazing, committed team on a shared mission to shape the future of sustainable infrastructure.



Key Responsibilities:

Commercial Strategy Development: Define, implement, and continuously evolve the commercial strategy aligned with overall business goals.

Sales Leadership: Drive business development initiatives to generate leads, convert opportunities, and grow revenue pipelines across core and emerging markets.

Strategic Partnerships: Identify, negotiate, and nurture strategic alliances and partnerships that enhance the company's market positioning.

Market Expansion: Leverage existing networks and explore new markets, particularly within the UK, Europe, and globally in maritime and port ecosystems.

Client Relationship Management: Maintain and deepen relationships with key clients, stakeholders, and industry bodies.

Project Opportunity Identification: Proactively identify and qualify new project opportunities across ports, harbours, energy, and infrastructure sectors, with a particular focus on sustainable and innovative initiatives.

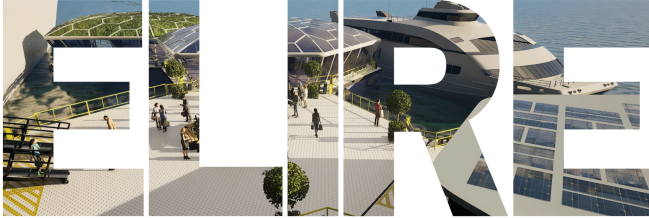
Grant Funding and Government Engagement: Work collaboratively with internal teams to source and secure grant funding and public sector support for projects, including identifying and responding to government funding opportunities.

Innovation Leadership: Encourage and explore the development of new products, services, and solutions in collaboration with internal teams to address market shifts and sustainability challenges.

Infrastructure Advocacy: Understand and advocate for the critical need for enhanced port, harbour, and coastline infrastructure to meet the demands of a net zero future.

Market Intelligence: Stay ahead of global industry trends, particularly around energy transition, port digitalisation, automation, and decarbonisation strategies.

Executive Collaboration: Work closely with the Group CEO, Founder, and wider leadership team to align commercial strategies with company vision and values.



Ideal Candidate Profile:

- Experience with port authorities, terminal operators, offshore energy developments, cruise terminal operators, or shipping lines.
- Expertise in areas such as **smart ports**, smart cities, **green port initiatives**, **shore power** infrastructure, or **digital trade platforms**.
- Multilingual skills are a plus (especially European languages).

Contact and apply with your resume, portfolio, LinkedIn profile and a short description of your interest and experience via email using the subject - *VP Infra CMP* + '*your name*' to Luke Jenkinson, Group CEO, luke@eliregroup.com