



ANTHONY VEDER



VACANCY

Business Development Manager

Requirements

- 7+ years' experience
- In Business Development
- Within maritime sector and/or energy or petrochemical infrastructure
- Strong analytical skills
- Solid relationship-building and communication skills

Rotterdam Minimum of 7 years experience

Anthony Veder, a gas shipping company, operates at the heart of the transition to a more sustainable world by providing high-quality, flexible services to the world's leading chemical manufacturers. The new Business Development Manager will play a key role in expanding the company's leading position in the transport of new, sustainable energy carriers.



Anthony Veder

In 1937, Anthony Veder was established as a ship owner and port agent in Rotterdam, The Netherlands' largest port city. Since 1969, they began operating their first gas tanker, and have been expanding their knowledge, expertise, and trusted reputation in the field. In the maritime industry they are pioneers — the first to offer fast cooling Ethylene carriers fueled by Liquefied Natural Gas (LNG), and the first in the small to mid-scale LNG segment.

Their current business is in the segments of Petrochemical gases (Petchems), Liquefied Petroleum Gas (LPG), Liquefied Natural Gas (LNG), Ammonia, and Carbon Dioxide (CO₂). Natural gas, a cleaner alternative to oil, is increasingly becoming the fuel of choice.

Anthony Veder has developed long-term relationships with many clients worldwide by offering safe, reliable, and flexible services, with a wide range of high-quality gas carriers. Their goal is to be the gas shipping company that leads in safety, service and sustainability. They intend to achieve responsible growth by helping their clients transport energy carriers more sustainably, as well as making their owned fleet of thirty-two ships Net Zero by 2035 at the latest.

To sustainably grow their business, expand their leadership position in the energy transition, and develop exciting business models that could disrupt the energy industry, they've created a team of four Business Development Managers. To increase the professionalism, strategic innovation, and entrepreneurial energy of that team, they are looking for a new candidate.





VACANCY

Business Development Manager

The new Business Development Manager (BD Manager) will strengthen the existing BD team, which is mainly responsible for three goals. First, and most importantly, business growth, by helping gain new customers and upscale existing ones. Second, find new product and market combinations, such as discovering innovative ways to use existing ships for new purposes. Third, and perhaps most interesting, they will develop new propositions to help solidify Anthony Veder's leadership position in transporting sustainable fossil fuels and biofuels.

The new BD Manager will have a strong analytical skillset, and a keen understanding of the shipping industry. They will be a strong networker, communicator, and relationship builder—with leadership experience in long, complex sales processes or tenders.

The BD Manager will strengthen the current team of four, led by Head of Business Development, Gerben Dijkstra. Each BD Manager has their own scope based mainly by region (America, Europe, Asia, Africa, Middle East) and product. Because the team closely collaborates, each member is expected to have sufficient knowledge of all the different products.



The new BD Manager will have an entrepreneurial spirit to guide the BD team, matching Anthony Veder’s existing entrepreneurial culture. They will thrive in an informal and open culture with colleagues from diverse backgrounds, while working from home as well as on-site in Rotterdam’s charming shipping district.

This is an exciting opportunity for someone with solid experience in the complex world of shipping, with the possibility to make a real impact in the world. It is ideal for someone with an entrepreneurial spirit, strong relationship building skills and a proven track record in complex sales and tenders in the energy shipping industry—to truly make their mark on the energy transition. ■



Interested? Anthony Veder is working with Top of Minds to fill this vacancy. To express your interest, please contact Stephanie Stuit at stephanie.stuit@topofminds.com.



“Working on a ship that reduces emissions by forty percent offers an environmental impact far beyond anything you can do in your personal life.”

**Gerben Dijkstra,
Head of Business Development of Anthony Veder**