

# Business Line Manager Port Equipment

International ports - Strategic - Business development

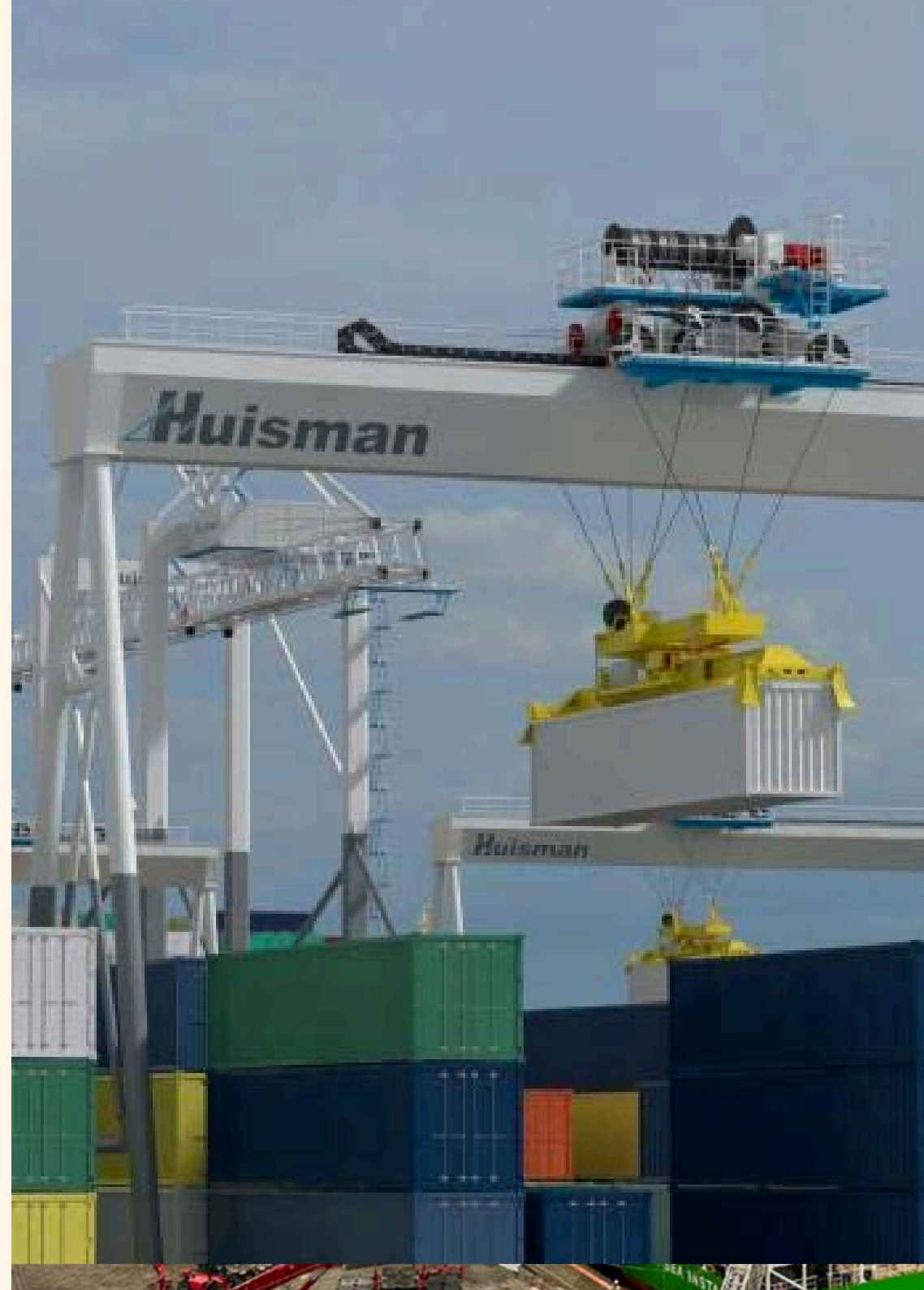
Schiedam



# Huisman Equipment

Huisman Equipment (family owned) is a leading designer, manufacturer, and service provider of innovative and step-changing technical solutions for the world's leading companies in the renewable energy, oil and gas, civil, naval and entertainment markets.

Huisman plays a vital role in production, designing and building heavy lifting cranes and installation tools for the construction of both onshore and offshore wind farms. Remarkably, over 70% of offshore wind farms worldwide are built with Huisman equipment. Besides Offshore Products & Projects they will focus more and more at Port Equipment worldwide. Huisman is looking for a new business line manager to further develop the port logistics market.





Huisman



# Business Line Manager Port Equipment

The Business Line Manager Port Equipment bears commercial and strategic responsibility for the business line and translates market insights into a concrete portfolio and go-to-market plan. In close collaboration with sales and tender lead, he or she determines the focus within the product range (including automated stacking cranes and remotely controlled cranes) and develops the proposition towards configure-to-order, including pricing, standardization, and industrialization to increase competitiveness.

The Business Line Manager is largely functionally responsible for industrial deployment, qualifies and prioritizes tenders, ensures the proper deployment of matrix support (legal, estimation, product management), and reports to the board on pipeline, failures, and progress. Additionally, initiates and validates medium-term innovation directions such as mobile harbour cranes and potential other products in the port equipment portfolio, makes careful choices regarding the sale, lease, and rental of hybrid models, and prepares investment cases.

In execution, the Business Line Manager works closely with the dedicated Port Sales Manager (functionally managed) and regional sales colleagues, and maintains relationships with decision-makers and influencers on the client side (Heads of Equipment/Supply Chain/Operations). You will manage a team of 3 T&C engineers and report to the Commercial Director.

## You will

- Define and deliver the strategic roadmap in line with corporate objectives.
- Identify and develop new business opportunities, partnerships, and acquisitions.
- Analyse market trends and business performance to guide strategic decisions.
- Lead tender and concept development processes, ensuring technical and commercial excellence.
- Build and nurture strong relationships with key clients, partners, and stakeholders.
- Support complex negotiations and ensure contracts meet legal and commercial standards.
- Lead and inspire multidisciplinary teams, fostering collaboration and continuous improvement.
- Ensure operational compliance and effective stakeholder engagement across all activities.

The role requires a technical affinity with machine building and automation to understand customer processes and align value creation, without requiring in-depth academic knowledge of lifting technology. The Business Line Manager ensures that the strategy demonstrably lands in market activities and deals, the balance between technology push and market demand, and contributes to the professionalization of logical processes, including CRM.



# Who are we looking for?

- Bachelor's degree in engineering
- 5–10+ years of experience in business management, product management, or similar roles, including 3–5 years in a technical role
- A strong commercial and technical background with a proven business track record
- Proven experience in project management and operational oversight
- Experience in managing business lines or operational units
- Experience in tender management, product development, and customer negotiations
- Experience or a network in port logistics (a plus)
- Fluency in Dutch (is a pre) and English, spoken and written
- An EU passport/valid work permit for the Netherlands



# Huisman offers

- An excellent benefits package tailored to your experience and education level
- Various growth and development opportunities
- Think big and make big, all in one location. At Huisman Schiedam, both our office and production facilities are based on a single site.
- An open, informal and no-nonsense culture with short lines of communication.
- An international working environment with ample opportunities for career progression and personal development.
- A minimum of 29 holiday days (based on full-time employment) with the option to purchase an additional 10 days.
- Huisman organises sporting activities, such as a ski trip, as well as various social events, including large-scale company parties where colleagues come together and get to know each other better.



If you are interested in this position, we kindly ask you to contact one of our consultants for more information.

**Annelien Jordense or Gertjan van de Groep**

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**Van de Groep & Olsthoorn**

