



GLOBAL SALES PROFESSIONAL

Shipping / Maritime ERP Software

Help drive the global growth of BASSnet Neo — our cloud-native fleet management platform for ship owners, managers and operators worldwide.

LEVEL

VP or Manager

LOCATION

Remote worldwide

MARKET

Maritime SaaS

REWARD

Uncapped commission

WHAT YOU BRING —

The four essentials we look for in a Global Sales Professional.

01 Maritime industry experience



Direct exposure to the sector, whether selling into it or working within it.

02 ERP software experience



Hands-on with ERP systems, as a seller of ERP software or as a user in a business that runs on one.

03 Shipping operations experience



Practical exposure to vessel operations, fleet management or ship management functions.

04 Sales experience



A proven B2B or enterprise sales record, with deals closed and targets hit.

ALSO NEEDED

Excellent communication and negotiation, with C-suite presence

Extensive travel across time zones; fluent English, more languages a plus

Degree in Business, Marketing, Maritime Studies or equivalent experience

YOUR MISSION —

GROW

Own the opportunity

Lead a global or regional target from pipeline creation through close.

CONNECT

Build influence

Develop C-suite relationships and represent BASS across the maritime industry.

SHAPE

Inform strategy

Bring market intelligence to Product, Marketing and Customer Success.

WORK SMARTER

Use AI daily

Strengthen research, communication and sales productivity with AI tools.

A GLOBAL TEAM —

CYPRUS

Commercial hub

HAMBURG

Product management

OSLO

Maritime expertise

KUALA LUMPUR

Development & innovation

WHY BASS —

MARITIME

35+ years

Deep industry software experience.

PRODUCT

BASSnet Neo

Cloud-native fleet management SaaS.

REACH

Global market

International customers and teams.

IMPACT

Real autonomy

Own a territory with global support.

THE OPPORTUNITY —

Build the next phase of global growth

Competitive base salary, uncapped performance-based commission, and the opportunity to lead sales of a new cloud-native product in a growing market.

FULL - TIME

Remote / worldwide

International travel

READY TO HELP SHAPE MARITIME DIGITALIZATION?

Apply directly on LinkedIn or send your CV to

careers@bassnet.no