



Uptime International AS is one of the leading providers of motion compensated gangways. Since the inception of the first motion compensated gangway in 1979 we have delivered more than 130 systems worldwide. We work together with our customers to increase their uptime through safe and reliable offshore access.

Project Managers, Structural Design Engineer & Sales Manager

Project Manager OEM

We are looking for a responsible and engaged Project Manager with experience in leading projects and interest in product development. You are structured and hands-on in planning of projects, combined with strong interpersonal skills to drive performance and deliver on expectations.

Key tasks and responsibilities:

- Dialogue with customers and suppliers on scope of work, progress and cost. Ensure that projects are performed according to customer expectations and requirements
- Plan and follow up the project execution of assigned Project(s).
- Plan and ensure proper Project execution and progress of assigned Project(s) in close cooperation with the other departments.
- Review and approve all cost allocation (materials and manhours) towards assigned Project(s).
- Report Project execution in relation to assigned budget – revenue, earnings, productivity, progress and forecast – on a weekly and monthly basis in accordance with the project reporting requirements.
- Monitor any change in scope of work and make sure change order(s) are issued timely and followed up towards client in accordance with contractual requirements.
- Review, mitigate, follow up and report the risk and opportunities register throughout the Project execution period.
- Prepare and follow up of a proper assembly, Mechanical Completion (MC), commissioning and Fabrication Acceptance Test (FAT) in accordance with contractual requirements to make sure timely delivery.
- Ensure proper load out, transportation and installation as committed.



Qualifications:

- B.Sc/M.Sc degree (technical)
- Strong interpersonal, communication and language skills (minimum fluent Norwegian and English)
- Systematic and able to handle multiple tasks and projects simultaneously
- Resilient with proven ability to cope with pressure
- Experience with sales and customer relations

The position reports to our Head of Projects. For further enquiries, please contact Arne Erga Haukås:

911 20 896

Please submit your application and CV to career@uptime.no no later than 31st of December.

Project Manager Rental & Services

We are seeking a strong and high performing project manager for our aftermarket projects being executed around the world. You'll be our single point of contact to the clients, and responsible for managing the scope, schedule, and budget of assigned client orders for the supply of service, maintenance, upgrades and/or spare parts.

Key tasks and responsibilities

- Support our customers with planning and execution of in field service teams and personnel
- Follow up customers, suppliers and service teams on scope of work, progress and cost. Ensure that project is performed according to customer expectations and requirements
- Responsibility for HSE in projects – to be the driving force for good HSE attitudes and compliance throughout all project phases
- Responsibility for finance, cost and planning results
- Monitor that changes and exceptions (deviations and waiver) are verified and reported
- Practice risk control
- Be the company's representative in project meetings and ensure that agreed reports are sent to the client at the right time
- Verify that project members cooperate and report in accordance with specified guidelines

Qualifications:

- B.Sc/M.Sc degree (technical)
- Minimum 5 years of experience within the Marine, Oil and Gas industry, maintenance/repair, support/service ideally with EA&C or hydraulics as field of expertise
- Strong interpersonal, communication and language skills (minimum fluent Norwegian and English)
- Systematic and able to handle multiple tasks and projects simultaneously
- Resilient with proven ability to cope with pressure



- Experience with sales and customer relations

The position reports to SVP Rental & Services. For further enquiries, please contact Andreas B. Seth: 957 60 825

Please submit your application and CV to career@uptime.no no later than 31st of December.

Structural Design Engineer

To further strengthen our capacity and competence we are now looking for a candidate with experience in design/construction, that can challenge and find good solutions.

Key tasks & responsibilities:

- Perform structural analyses according to rules and standards
- Provide the input for modelling and drawing according to schedule
- Product development
- Internal routine check of documents and drawings
- Report to manager on elements that may cause challenges on keeping the desired quality level
- Ensure timely communication and follow up regarding 3rd party verification class
- Understand client`s requirements to ensure the desired quality
- Participate in sales work with drawings and design

Qualifications

- B.Sc/M.Sc in Civil Engineering, Marine Engineering or Construction
- 3+ years' experience in structural engineering
- Proficient with linear & non-linear FEA (ANSYS or StaadPro)
- Experienced user in Inventor and AutoCAD Software to generate 3D models and/or 2D detail drawings
- Proactive and eager to learn
- Able to plan own work and deliver tasks on time according to defined requirements
- Interest in new technology and challenges
- Strong interpersonal, communication and language skills (minimum Norwegian and English)

The position reports to our Head of Products & Engineering. For further enquiries, please contact Alf Magnar Liknes: 911 77 427

Please submit your application and CV to career@uptime.no no later than 31st of December.



Sales Manager

As our new Sales Manager you will play a key role in engaging existing customers and develop markets to fuel our ambitious growth plans. Working closely with our team you will help ensure that we maintain our position as a leading and competitive provider of motion compensated offshore access systems.

Key tasks & responsibilities:

- Work with customers and our technical team to develop new or improve existing products and services
- Execute sales activities according to the agreed strategies, plans and objectives
- Customer and exhibition visits; building relationships with existing and potential customers to generate leads and opportunities
- Develop bids and cost estimates and follow up customers, opportunities and leads
- Perform contract negotiations and ensuring closing of profitable deals/contracts. Handover of contracts to the project team
- Working with CRM, ERP and Sharepoint systems
- Contribute and support other team members in general sales activities
- Contribute to development and improvement of our sales team, processes, strategies and plans.

Qualifications:

- B.Sc/M.Sc degree (Technical/business administration)
- Minimum 5 years of experience within the Marin, Aquaculture or Energy industry
- Strong business acumen and industry expertise with a good technical understanding
- Proven ability to drive the sales process, plan - close - inspire and drive the team
- Proactive and customer oriented
- Strong interpersonal, communication and language skills (minimum fluent Norwegian and English)

The position reports to SVP Sales & Marketing. For further enquiries, please contact Hugo Øyen: 408 71 195

Please submit your application and CV to career@uptime.no no later than 31st of December.