



Parties to the Nauru Agreement
PNA Office - P.O. Box 3992
Majuro, Marshall Islands (MH) 96960
Phone: (692) 625-7626/7627

COMMERCIAL MANAGER

The Parties to the Nauru Agreement Office (PNAO) is seeking to hire a Commercial Manager to provide a wide range of support to the Parties in trade and industry issues, and support the Office in commercial relations, including:

- a) Providing day to day strategic and technical advice on trade and industry issues to the Parties, CEO, PNAO staff, customers, and other stakeholders.
- b) Conducting trade and industry analysis and provide technical advice and support to Parties on a wide range of issues impacting on fishing industry development and economics of the sector.
- c) Manage PNAO engagement with the MSC, ensuring ongoing certification.
- d) Administer the PNAO role in any ventures using the PNA MSC certification and support the Parties as necessary.
- e) Support and provide advice to Parties and the Office on the PNA Observer Agency (POA) contract and on the commercial aspects of arrangements with FIMS (Inc).
- f) Prepare and present as required, papers for meetings of PNA, Palau Arrangement and FSM Arrangement.
- g) Support Parties on trade and industry matters at meetings of other organisations, including the WCPFC and FFA.
- h) Provide support for the PNA, CEO and other staff, in accordance with the PNAO Business Plan.
- i) Provide the Parties with commercial advice and support to develop their national commercial interests in fisheries, including development of appropriate necessary capacity development/strengthening needs.
- j) Develop and implement commercially viable models/options that maximizes use of PNAO using its existing governance frameworks, including leveraging the strengths of the VDS, in which Parties remain in full ownership and control.
- k) Develop contracts that protect the commercial interests of the Parties including intellectual property and copyright clauses, etc.

Essential Requirements

- Relevant fisheries or business-related degree.
- Relevant post graduate qualification (desirable).
- Commercial experience in the fishing and processing industry in the Asia Pacific region.
- Experience in the establishment and operations of incorporated entities.
- Demonstrating business sense, possessing and using commercial knowledge to identify potential trade and industry risks, problems and opportunities.
- Working from customer perspective to ensure customer satisfaction; focusing on customer needs to drive the solution.
- Gathering relevant information and identifying key issues, relating and comparing data from different sources, and identifying cause and effect relationships.
- Convinces others, gaining acceptance of ideas by using appropriate interpersonal styles.
- Proactively developing and maintaining effective internal and external relationships to facilitate the achievement of works goals.
- Creates a clear view of the future, modelling vision and values. Helps others to understand and feel how things will be different when the future is achieved, influencing movement and compelling action towards the future.

- Demonstrates a readiness to make decisions, take initiative and originate actions making firm and timely judgements based on factual information and reasonable assumptions. Willing to commit to a definite course of action and can support or defend their decisions with confidence.
- Capable of thinking broadly around many issues. Knowledge about a wide range of issues across the fisheries industry, how they interrelate and how independent activities or actions can affect disparate parts of the organisation.
- Organizes own time effectively and creates own work schedules. Prioritizes and prepares in advance, setting and monitoring realistic time-scales and deadlines. Plans appropriate allocation of resources and accountabilities. Advises CEO of delays and lack of planned progress in real time.

The successful applicant will be offered a three-year contract with a comprehensive remuneration package with the possibility of extension.

The position is open to anyone, but preference is given to PNA nationals.

Apply now

To apply, please submit a letter of interest to the CEO, a brief CV and 2 reference letters to jobs@pnatuna.com. All applications must be submitted electronically. Manual applications will not be accepted. Closing date to submit applications will Friday, October 28, 2022.