



## Head of Marina Operations

**Location:** Isle of Wight

**Package:** Circa £60,000, plus bonus and benefits

Are you a commercially minded leader with a passion for delivering exceptional customer experiences in a marine or operational environment?

This is a rare opportunity to lead the development of a new premium marina facility—maximising capacity and utilisation, shaping its strategic direction, and driving its success at a pivotal stage in its evolution.

Join us in a high-profile harbour organisation at the heart of the Isle of Wight's maritime community.

We are seeking a **Head of Marina Operations** to lead, develop and grow marina and visitor services, ensuring they are safe, efficient, customer-focused and commercially successful.

### About the Role

Reporting to the Chief Executive, you will take full responsibility for the leadership, performance and strategic direction of marina and visitor operations. This is a senior leadership role combining long-term strategic planning with hands-on operational delivery.

You will be a key in developing and delivering the new premium visitor experience at Cowes Harbour Marina—optimising capacity and utilisation, driving commercial growth and ensuring the highest standards across safety, compliance and service delivery across all aspects of the operation.

### Key Responsibilities

- Lead marina and visitor operations, ensuring safe, efficient and high-quality service delivery
- Develop and implement strategy for marina and visitor operations, aligned with wider organisational goals
- Drive commercial growth, identifying new revenue opportunities and enhancing occupancy
- Hold full ownership of budgets, financial performance, and business planning
- Oversee marina infrastructure, maintenance and capital projects
- Champion a strong health & safety and environmental culture
- Build and maintain relationships with stakeholders, customers and partners
- Lead, develop and inspire a high-performing team

## About You

You'll be an experienced senior leader with a strong commercial mindset and a track record of delivering results in operational environments such as marinas, ports, marine services or similar.

You will bring:

- Proven leadership experience in a complex operational setting
- An inspirational and motivated leader
- Strong strategic thinking and commercial acumen
- Experience managing budgets and driving revenue growth
- Excellent stakeholder engagement and relationship-building skills
- A commitment to delivering outstanding customer service
- Solid understanding of health & safety and compliance

Experience in the marine or leisure marine sector is highly desirable.

Cowes Harbour Commission is the statutory harbour authority for Cowes Harbour and operates as an independent trust port for the benefit of all harbour users and the wider community. Established under the Cowes Harbour Acts and Orders 1897–2012, its primary role is to ensure the safe, efficient and sustainable management of one of the UK's busiest leisure harbours, while supporting commercial activity, marine services and access to the Isle of Wight.

As a trust port, Cowes Harbour Commission has no shareholders and receives no funding from central or local government. All surpluses generated through harbour operations are reinvested directly into the maintenance, improvement and long-term development of the harbour, ensuring it continues to serve as a vital gateway to the Island and a key asset for the local economy.

## Why Apply?

- Opportunity to shape and influence a key maritime operation
- Strategic leadership role with real impact
- Stunning Isle of Wight location
- Competitive salary and benefits package

## Additional Information

This role may require occasional evening and weekend working to support operational and event needs.

## To apply

Please submit a CV and covering letter to:

Name: Gary Hall

Email: [ceo.chc@cowes.co.uk](mailto:ceo.chc@cowes.co.uk)

**Advert closes 5 June 2026**