

1. JOB DETAILS:

Position Title:	Deputy Manager Joint Ventures (Commercial)
Department:	Commercial

2. JOB OBJECTIVE:

The incumbent is responsible for actively participating in the negotiation, finalization, and management of commercial/sales agreements and deeds of assignment, as well as providing commercial input in joint venture management and operations within the Commercial Department.

3. KEY ACCOUNTABILITIES:

- Participate in the negotiation and finalization of deeds of assignment (DoA) and sales agreements such as Gas Sales & Purchase Agreements (GSPA), Crude Oil/Condensate Sales Agreements (COSA), and LPG agreements.
- Participate in joint reviews of Appraisal Programs/Extended Well Testing (EWT), allocation of oil/gas by the responsible Directorate of Petroleum Division, Declarations of Commerciality (DOCs), GHPL's right to enhance working interest post-approval, Field Development Plans (FDPs), Development and Production Lease (D&P Leases) and their extensions/renewals thereof.
- Establish and maintain relationships with JV partners, government departments, ministries, regulatory bodies, industry associations, and other stakeholders.
- Manage GHPL's interests in joint ventures by attending TCMs, OCMs, MCMs, and workshops, and by providing commercial input wherever required.
- Analyze market trends to adjust sales strategies and joint venture operations accordingly.
- Prepare and present sales reports and joint venture performance updates to senior management.
- Collaborate with the Legal and Contracts department on regulatory and compliance-related matters.
- Carry out any other assignment based on the directions of the Manager or HOD.

4. QUALIFICATION & EXPERIENCE:

Minimum Qualifications:

- 16 years of education with Bachelor's or Master's degree in Business Administration, Economics, Engineering, or a related field.

Minimum Experience:

- 06 years of experience in the oil and gas industry with at least 03 years in commercial roles.
- Experience in E&P and/or mining sectors is desired.

5. COMPETENCIES:

- Commercial acumen
- Strong negotiation and sales skills
- Knowledge of joint venture agreements and operations
- Excellent communication and interpersonal skills
- Strategic thinking and analytical abilities
- Organizational and project management skills
- Ability to work effectively with cross-functional teams

6. AGE LIMIT:

- 40 Years

7. GENERAL INFORMATION

- The position is based in Islamabad.
- We are an Equal Opportunity Employer. Women, Transgender persons and candidates belonging to minorities are encouraged to apply.