

Manager Commercial

Duties and Responsibilities:

- Lead technical/commercial/economic feasibility studies of new projects. Perform economic evaluation for all significant projects with perspective of Business Development.
- Monitor international/local oil and gas markets and prepare analysis for informed decision-making.
- Identification of new business opportunities, primarily in the oil & gas, mining and relevant sectors.
- Review the commercial terms in finalization of Gas Sales & Purchase Agreements (GSPA), Crude Oil/Condensate Sales Agreement (COSA), Gas Pricing Agreements (GPA) and LPG agreements/terms.
- Management of executed contracts including but not limited to GSPA, COSA, GPA, LPG agreements. Also play key role in negotiating these Agreements with Customers, Partners and the Government.
- To provide direction in the development and execution of Upstream commercial assessment and strategy and to support the Management in project/asset commercial analysis.
- To check and review Gas pricing, oil pricing calculations and determination in accordance with relevant agreement and applicable policies.
- Review commercial feasibility studies for all upstream new venture projects and work with other departments in providing valuable commercial input, performing economic analysis required for decision making of new ventures.
- Prepare and deliver high-level presentations regarding the business prospects, future strategies, research studies etc. to the Management, Board of Directors and other authorities.
- Develop and monitor KPIs of assets/projects. Identify gaps, propose action items and coordinate with the responsible departments/personnel for implementation.
- Assist in development of database for convenience of conducting data-analytics based research studies.
- Collaborate with commercial and technical consultants for conducting analyses and studies.
- Liaison with the JV operators/partners/ regulator/ other government offices on commercial matters.

Minimum Qualification:

- Bachelor's in Engineering/Finance/Economics and or business administration from a university recognized by the HEC. Master's in Business Administration (MBA) will be an added advantage.

Minimum Experience:

Minimum Eight (08) years post-qualification professional experience in the Oil and Gas sector.

Required Skills:

- Organizational / business acumen
- People management ability
- Effective communication and interpersonal skills.
- Strong capability in strategic thinking, problem solving and organizational management.
- Strong leadership and delegation abilities.

Maximum Age:

- 45 years