

Job Specification

Job No	EN0005
Business Unit	Energy
Job Title	Oil & Gas Solutions Sales Manager
Reporting To	Sector Sales Director
Permanent/Contract	Permanent
Location (On/Off Client Site/Offshore)	Aberdeen or Glasgow
Start Date	ASAP
Salary/ Contract Rate	Negotiable
Job Description Summary (experience, education, skills, environment)	<p>To take to market our current established solutions for the Oil & Gas market, covering but not limited to:</p> <ul style="list-style-type: none"> • Hydrocarbon Accounting – a complete solution covering well allocation, contract allocations, commercials etc • Process Simulation – a mid fidelity solution for plant optimisation and operator competence • Operability – a methodology to drive the optimisation of assets, and therefore production volumes, from a control systems perspective that involves alarm management, graphics redesign, control loop optimisation etc • Pipeline – a complete pipeline integrity management solution including flow and leak detection and product composition • Process control security – ensuring the integrity and security of the process based environment from external attack or interference <p>Campaigns</p> <ul style="list-style-type: none"> • Take ownership of specific campaigns and co-ordinate with the Energy Marketing Manager their development and implementation to generate new leads and secure exploratory meetings with new clients as required by the overall Energy Sales PI • Through identifying, developing, pursuing and closing new name business within the Aberdeen Oil & Gas market. Scope will and does exist for the role to become more international in its outlook, but only once a solid base has been developed in and around Aberdeen and the general UKCS / Irish Sea markets. <p>We expect the role to encompass a split of 70% new business, 30% house accounts.</p>

**Skills
(Essentials/Desirables)**

- We are seeking a candidate with extensive knowledge in and track record of selling to Energy companies (Oil, Gas, Telco, Utilities and Chemical), especially within the Aberdeen/UKCS geography.

**Experience
(Industry/Hardware/Software)**

Experience of selling high value, business case driven solutions and services to the sector.

Qualifications

Miscellaneous

Team player, hardworking, consultative sell with a focus on business outcomes and benefits. Ability to articulate clearly the value and benefits that our solutions will deliver and bring to clients.