

Oil & Petrochemical Trade Market leader (FM) at Antal International

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Company: JobWebKenya

Location: Kenya

Category: other-general

Job Description

(adsbygoogle = window.adsbygoogle || []).push({}); Antal International is a global executive recruitment organisation with over offices in more than 30 countries. We have offices in United Kingdom, Austria, Bulgaria, China, Croatia, Cyprus, Czech Republic, Egypt, France, Germany, Ghana, Greece, Hong Kong, Hungary, India, Ireland, Italy, Ivory Coast, Kazakhstan, Kuwait, Luxembourg, Malta, Mexico, Netherlands, Nigeria, Panama, Philippines, Poland, Portugal, Romania, Russia, Singapore, South Africa, Spain, Switzerland, Turkey, UAE

Role Purpose :

The job incumbent is responsible for transposing the Group's OPT development strategy on the African continent.

Your Main Duties and Responsibilities:

Provide market intelligence

Monitor OPT markets at local level in relation with BU/CCEs, and set strategy, business priorities and business plan. Liaise with Local BU managers or Country Chief Executives to define their needs and actions towards their customers and define what service need to be develop to respond to customer needs

Visit clients and market stakeholders along with local BV sales representatives or local key account managers in order to look for new opportunities, present proposals, negotiate contracts

Leverage from local key wins to duplicate in the rest of Africa

Coordinate Tender/Quotation proposals for the clients, negotiation of Global Framework Agreement

Write technical proposals on behalf of local OPT Business units or validate proposed technical offers

Advise on applicable industry standards, equipment and appropriate suppliers

Validate Financial data for proposals to be submitted to internal BV Engagement committee (AD50)

Source field equipment and laboratory instruments/fitout on behalf of local Business Units

Train and audit field staff

Liaise with the Global Service Line to discuss technical matters and sales initiatives/opportunities involving international clients

Drive the change of our Key Account Management Activity shifting from Coordination of works to defining marketing and sales strategy in order not only to manage our current business portfolio but also to extend our service scope towards new industries, new locations, new services.

Generate, Follow up business leads and opportunities in Salesforce

Promote and leverage brand

Work with other business units to define common action with GSIT, I&F or M&O

Your Experience & Skills :

Technical capabilities

Has a deep knowledge of API MPMS standards and ASTM/ISO/IP/EN standard testing methods.

Has been working as an OPT inspector in the field and/or as a lab technician or has been auditing OPT field operations and laboratory testing (vessels, storage facilities, refineries, laboratories)

Has a deep knowledge of OPT equipment required in the field, laboratory instruments, field and laboratory consumables, laboratory instruments, laboratory fitout equipment, knows suppliers available in the market and market prices.

Has fair knowledge of OPT laboratory management including ISO standard

Has a deep knowledge of oil product, crude oil, LPG, LNG, Ammonia specifications, refining and manufacturing processes.

Oil mid-stream and downstream industry knowledge

Has a deep knowledge of oil & petrochemical trade business including trading, refining and downstream business and stakeholders

Has been operating in oil downstream supply chain including oil storage facilities, In-land logistics and retail station networks.

Africa

Familiar with Africa geography, culture and geopolitical environment

Behavior and Sales & Marketing capabilities

Has been leading market intelligence initiatives

Knows how to build a technical and financial proposal issued to clients

Is familiar with financial statements including revenues, GP, OP, Capex, Pay-back

Has been involved in direct sales processes, contract negotiations with clients

Has been building a strong professional network within the industry

Has been working in team and coordinating sales & marketing actions in relation with multiple operating groups

Sales & Business Development oriented with proven track records in growing a business

Customer relationship excellence

Key Account Management

Familiar with CRM (Salesforce is an added value)

Personal skills

Outstanding change management, communication and influencing skills.

Digital skills.

Fluent in French (mother tongue) and English

Autonomy, self-direction, confidence

Ability to cope with extremely different cultures

Ability to be on business trips half time on a yearly average

Leadership competencies

Leader of opinion & inspiring communicator

Proven change leader

Strong ability to set priorities and execute follow through

Working in close relation with:

Internal : from Vice President to local operating groups, local/Global Key Account Managers, Business unit Managers, Technical Managers, Finance, legal, Internal Committees, field operators & lab technicians

External :

Key accounts, New Prospects, Operations Managers

Suppliers

Industry council

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