

Commercial & Business Development Manager (South South)

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Company: Fuzu

Location: Nigeria

Category: other-general

Job Summary

Contract Type:

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Qualifications

Bachelor's Degree in Engineering and a minimum 10 years of experience with a minimum of 5 years' experience in Business Development in Oil & Gas and EPCIC sector.

Membership of a relevant professional body.

The candidate should be familiar of FEED to EPCIC Implementation.

Existing knowledge of Instrumentation and EPCIC business requirements.

Should be technically sound with engineering terminology.

Excellent communication and presentation skills.

Salary

Very competitive.

Responsibilities

Contribute to the management of Company to support business growth

Support the implementation of the Group's policy in relation to equality opportunity, Diversity & Inclusion, etc

Coach and mentor the Human Resources team to ensure professionalism and the company's core values are maintained

Develop new businesses and maintain existing customer relationships.

Manage and lead market research initiatives (in house or outsource)

Analyze latest market and industry trends, and identify suitable opportunities.

Develop strategic initiatives linked to investment opportunities in M&A, new ventures set-up and strategic partnerships

Assess various investments ROI, associated risks and cost/benefits

Concentrate on securing client acceptance and vendor list approvals for potential FEED and EPC support to provide project specific solutions.

Keep up to date records via the companies CRM on meetings, visits, market intelligence, business potentials and competition.

Present the company's capabilities and the complete product offering to all stakeholders using professional presentations, lunch & learns and other effective means

Perform other duties as assigned

Drive compliance with Occupational Health, Safety, Quality and Environmental Policies, processes, procedures and applicable laws/legal requirements across Company business.

Take responsibility for their health & safety and those of stake holders across Company business.

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