

# United Arab Emirates Jobs Expertini®

## Global Oil Gas European Senior Business Development Specialist - LNG amp Ammonia

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Company: MatchaTalent

Location: dubai

Category: other-general

This role required candidate to permanently relocate at Dhahran Saudi Arabia. About the Company This company engages in the exploration production transportation and sale of crude oil and natural gas. It operates through the following segments: Upstream Downstream and Corporate. The Upstream segment includes crude oil natural gas and natural gas liquids exploration field development and production. The Downstream segment focuses on refining logistics power generation and the marketing of crude oil petroleum and petrochemical products and related services to international and domestic customers. The Corporate segment offers supporting services including human resources finance and information technology. The company was founded on May 29 1933 and is headquartered in Dhahran Saudi Arabia. Job Summary This Companys New Energies (NE) organization was established to help achieve the companys low carbon ambitions; meet its decarbonization targets; and develop its production shipping and marketing of low carbon hydrogen and ammonia. NE has so far consolidated into Renewables Hydrogen and Carbon Capture & Storage verticals with the broad vision to nurture robust and sustainable global businesses by capitalizing on emerging opportunities in strategic growth markets. The Business Development Specialist Asia is an integral part of the Commercial Team within NEs Hydrogen Department. This pivotal role will help develop implement and execute This Companys Low Carbon Hydrogen and Ammonia strategies as well as its commercial viability in Asian markets. The Business Development Specialist will also negotiate sale and purchase agreements and help in screening analyzing planning developing and supporting new business opportunities.

Responsibilities: Support and lead commercial contracts negotiations (TS HOA SPA) with existing and potential customers on low carbon ammonia offtake. Conduct market research and analyze industry trends regulatory landscapes and competitive dynamics market. Manage existing customer accounts and identify and develop business relations with potential partners. Collaborate with internal stakeholders and align business development activities with existing objectives. Assist and contribute to This Companys participation in the Hydrogen market auctions and tenders. Organize and participate in industry networking events and engagement sessions for business development purposes. Requirements: This role required candidate to permanently relocate at Dhahran Saudi Arabia. Bachelors degree in Engineering Business Economics or related discipline; an MBA or a relevant advanced degree is strongly preferred. At least 15 years of professional experience in commercial roles with a proven track record of successfully executing longterm LNG and/or Ammonia contract negotiations (TS HOA SPA) in EU markets. A combination of experience and knowledge of the LNG and/or Ammonia industry is required including: marketing origination operations delivery planning and shipping. Strong understanding of the EU electricity power market environment experience with electrical power producers is an advantage. Excellent understanding of financial analysis longterm commercial contracts and various types of commercial transactions. Proven track record of successfully navigating and influencing complex internal stakeholder groups to ensure successful business outcomes. Expert in international business and crosscultural professional practices working with European and Middle Eastern companies preferred. Ability to effectively manage crosscultural relationships. Willingness and ability to travel. LNG,Ammonia,Contract,Business Development

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