

United Arab Emirates Jobs Expertini®

Head of Planning & Market Research

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Company: Abu Dhabi Gas Liquefaction Company Limited (ADGAS)

Location: Abu Dhabi

Category: business-and-financial-operations

Plans, coordinates and supervises the activities of Market research Dept. This includes :
*Carrying out market and pricing analyses to assist the Sales Departments in formation of sales policy.*Coordinating the preparation of management information data by the Marketing Division.*Maintenance of database of customer, market and pricing information.Scope of Duties:*Monitors the market for LNG, LPG, Pentane+ and Sulphur, maintaining files on customer and countries providing historical and forecast volumes and prices.*Provides regular reports on market and price trends in the major markets for ADGAS products, comparing ADGAS competitive price performance and assessing the implications of market conditions on marketing activities.*Products forecasts for demand and prices in different regions.*Carries out specific market and pricing analyses at the request of the Marketing Manager and the Sales Managers, identifying/studying market opportunities and comparing the benefits of competing tenders or different price formulae.*Liaises with the Shareholders in carrying out investigations of the acceptability of potential customers.*Co-ordinates the production of the Marketing Division 's annual budget and the preparation of regular reports comparing performance against budget.*Co-ordinates the marketing Division 's input to 5-year plan.*Co-ordinates the forecasting activities to ensure the continuous updating of the division 's plans.*Co-ordinates the production of regular summaries and analyses of the Division 's performance, including sales volumes, prices and netbacks achieved and costs of supply, showing performance by customer and long-term contract versus spot and FOB versus CIF.*Provides statistical data to Government Departments as required.*Carries out similar or other related duties as assigned.*Conducts techno-economic studies on*Degree in

Economics/Business Administration or equivalent.* 8 years experience preferably in Gas & Oil Industry related to marketing activities.*Good knowledge of written and spoken English and analytical skills with attention to detail.*Good Communication and presentation skills with a strong report writing ability. About The Company In the early seventies, and during a visit to an oil production facility, the late Sheikh Zayed Bin Sultan Al Nahyan noticed the flaring of associated gas into the atmosphere and inquired how this can be stopped. This was the background against which ADGAS was established in 1973 to become the first LNG production company in the whole Middle East and North Africa (MENA) region. An agreement was signed to supply LNG and LPG to the Tokyo Electric Power Company (TEPCO). The Company started with two production trains and added a third one in 1994 with a total production of over 8 million tons of LNG, LPG, and other products. For the past four decades, ADGAS has been the regional pioneer in LNG and LPG production and marketing, thanks to the company's compliance with the best international practices in the fields of industrial reliability and integrity, building on the history and expertise of its shareholders, ADNOC, Mitsui & Co. Ltd., BP and Total.

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