

# United Arab Emirates Jobs Expertini®

## Senior Specialist - Joint Venture Development

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Company: MatchaTalent

Location: abu dhabi

Category: other-general

This role required candidate to permanently relocate at Riyadh Saudi Arabia. About the Company Founded in the late 1970s in Saudi Arabias oilrich region this multinational corporation has solidified its position as a global leader in the petrochemical sector. With a diverse product portfolio ranging from chemicals and intermediates to polymers agrinutrients and metals the company has expanded its operations across 50 countries. Prioritizing innovation and sustainability it boasts stateoftheart research centers and a staunch commitment to environmental responsibility. As a testament to its excellence and influence the firm actively fosters strategic global partnerships continuously setting benchmarks in quality and industry standards. Job Summary Venture Establishing Specialist main role is to facilitate the development and execution of joint venture initiatives within the LCH Hub Project and develop a detailed assessment of the corporate commercial and economic terms of the Project. This position entails identifying potential partners negotiating agreements and overseeing the establishment and operation of joint ventures. The incumbent will collaborate with internal and external stakeholders to ensure alignment with project goals and drive successful joint venture outcomes. Once joint ventures are established he will support the Venture Planning Leader to oversee the JV ongoing operations and performance. Monitor key performance indicators financial metrics and operational milestones. Ensure that performance objectives are met and they proactively identify areas for improvement or corrective actions. Provide regular reports to senior management and other relevant stake holders on the progress and outcomes of joint venture initiatives. Key Responsibilities:Joint Venture Development:Identify and evaluate

potential partners for joint venture through market research and assessment of capabilities. Establish criteria and due diligence processes for partner selection to ensure compatibility and mitigate risks. Build and maintain strong relationships with potential joint venture partners including governmental bodies and executives from partner organizations. Government Relations and Compliance: Engage with external stakeholders including governmental bodies and suppliers to negotiate terms and foster collaborative relationships. Develop public affairs industrial relations and human resources policies for the joint venture. Liaise with governmental authorities to obtain permits necessary for project development construction and operation. Determine corporate identity aspects such as name logo and branding for the joint venture. Financial Management Promote cost consciousness and implement cost leadership practices across the organization. Drive CAPEX awareness and meet CAPEX KPIs as per defined guidelines. Explore and implement business improvement opportunities to enhance EBITDA and cash flow. Exercise financial authority as per the master authority schedule (MAS). Project Oversight and Performance Monitoring: Ensure proper booking of hours worked on projects as per accounting standards. Implement Total Life Cycle cost concept in project decisionmaking processes. Oversee ongoing operations and performance of the joint venture. Monitor key performance indicators financial metrics and operational milestones. Provide regular reports to senior management and stakeholders on joint venture progress and outcomes. Interface Management and Networking Manage internal and external interfaces to ensure business continuity and customer satisfaction. Establish and participate in effective networking platforms with internal and external entities. Participate in corporate level committees to address special projects or initiatives. Audit and Compliance: Analyze and implement actions based on internal and external audits. Participate and present in affiliate board meetings. Professional Development: Attend courses and training for personal development and growth. Requirements: This role required candidate to permanently relocate at Riyadh Saudi Arabia. Bachelors degree in Business Administration Engineering Finance or a related field. A Masters degree in a relevant discipline is preferred. 10 years of experience in joint venture initiatives field. Joint, Venture, Financial, Establishment

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