

# United Arab Emirates Jobs Expertini®

## Well Intervention Product Line Champion, Eastern Hemisphere

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Company: Parker Drilling

Location: Dubai

Category: healthcare-practitioners-and-technical

Reporting to Parker Director EH Product Lines Well Construction and Intervention, the Well Intervention Product Line Champion will help develop and implement Well Intervention product line growth strategies through planned, goal-oriented, and incentivized global expansion across Geo-Markets. Act as the Subject Matter Expert (SME), provide tendering support, pricing management, technology reviews, presentations, and brochures related to Well Intervention business.

Well Intervention is defined as primarily being Casing Exit and Remedial Fishing and Re-Entry for the following sub-product lines:

Whipstock (Hydraulic and Mechanical, Cased and Open Hole) Cased Hole Fishing

Open Hole Fishing

Well Bore Cleanout

Through Tubing Fishing

Further to this, additional Well Intervention services and applications identified to bring enterprise value, but not limited to, are:

Rigless Well Intervention and applications

Wireline Well Interventions and applications

Coiled Tubing applications

Heavy and light Well Interventions

## **Essential functions**

Casing exit experience, both field, operational and sales management, with sound working knowledge of Whipstock and associated technologies in Well Intervention applications

Demonstrated ability to understand Well Intervention applications in both heavy and light Well Intervention applications that bring benefit to the enterprise, support in the development of these across Geomarket opportunities as identified.

Demonstrated ability to anticipate customer needs and challenges and either preempt them or create effective solutions to overcome them while expanding market penetration.

Working with the senior leaders, providing support in the development of annual and multi-year global business strategies for the Well Intervention business and expand market share.

Drive Well Intervention information and best practice flow, ensuring implementation of key learnings across Geo-Markets through company and product line initiatives

Provide global subject matter expertise (SME) for Well Intervention services and technologies including providing input into Well Intervention Category, Technical Services, Real-time Operations Center (RTOC), Digital strategies and providing input on technology development road maps .

Partner with Geomarket and local BD/Sales to assist in preparing tenders/bids/contracts that expand sales and cross-selling opportunities.

Drive Parker Well Intervention Services through; Marketing Communications on social media channels, attending trade shows, media events and conferences and by assisting in the preparation on Well Intervention Services marketing & collateral pieces.

Commercial & financial acumen required. Ability to support business and operational change in a proactive manner driving strategy and meeting or exceeding performance measures that lead to financial growth.

Develop actionable goals, evaluate, and adjust customer and product line performance by analyzing and interpreting data and metrics and by successfully taking recommended steps to ensure sustained and market share growth

Actively participate in company growth activities both organically and inorganically (e.g. asset/technology investments, acquisitions, corporate alliances, business partnerships, etc.).

Manage capital investment and expenses to ensure Parker achieves investor targets relative to growth and profitability.

Maximize contract value by execution: Developing strategies to maximize the value of contracts through effective execution.

Tender Commercial Proposal: Crafting competitive and compelling commercial proposals for tenders.

New Technology Introduction: Identifying and introducing new technologies to enhance our offerings. Strategy Development: Creating a comprehensive strategy for efficiently qualifying our services in new markets.

Technical Support on Fishing and DHT activity.

## **Qualifications**

### **Necessary qualifications, skills and abilities**

7+ years in Well Intervention application experience, especially in Casing Exits and Whipstocks, with a proven and demonstrated understanding of other relevant enterprise and industry Well Intervention applications.

4+ Years of International experience, including working in a supporting role across multi Geomarket locations.

5+ years working on or around Drilling Rigs, customer-owned and managed assets.

Proven ability to Influence and communicate (interpersonal and presentation) at all levels of both internal and external stakeholders.

± 50% Domestic and Global Travel

Superior customer service orientation and relationship management Global strategic planning and subsequent business development in the Drilling business line

Superior Emotional Intelligence (EQ) competency including interpersonal and public speaking skills.

Proven aptitude for effective decision-making and complex problem-solving, particularly for customers.

High School Diploma a must, college degree or technical schooling preferred and beneficial.

### **Position competencies**

**People Management**

**Effective Communication**

**Personal Accountability**

**Flawless Execution**

### **Physical demands and work environment**

Sit/stand while performing primarily sedentary work.

Ability to work as a team, communicate and interact with others in a professional manner, and consider alternative and diverse perspectives.

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