

Mozambique Jobs Expertini®

B2B Oil & Gas Territory Manager

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Company: Puma Energy

Location: Maputo

Category: other-general

Main Purpose:

To strategically drive commercial growth in Northern Mozambique by acquiring new customers, securing contracts in the oil & gas industry, and diversifying by targeting other industries within the region, especially in the Cabo Delgado province.

Knowledge Skills and Abilities, Key Responsibilities:

Key Responsibilities:

Drive the sales of products and services, leveraging deep industry knowledge and sales skills to meet and exceed sales targets in the oil & gas sector.

Proactively identify, approach, and secure new clients in the oil & gas sector, ensuring a continuously growing customer base in Northern Mozambique.

Lead the negotiation and finalization of contracts with clients, ensuring favorable terms that align with company objectives and market dynamics.

Actively promote the company's products and services, organizing presentations, workshops, and product demonstrations tailored to the needs and interests of potential clients in the region.

Continuously monitor and analyze the oil & gas landscape in Northern Mozambique to identify sales opportunities, market trends, and potential challenges.

Explore and tap into sales opportunities in industries beyond oil & gas, diversifying revenue streams and enhancing regional market presence.

Foster and maintain strong relationships with existing clients, ensuring repeat business, client satisfaction, and referrals

Design and implement a robust sales strategy for Northern Mozambique, focusing on the unique dynamics and challenges of the region, especially in Cabo Delgado.

Work closely with the marketing team to develop promotional materials, campaigns, and events that enhance sales efforts in the region.

Consistently achieve or exceed the established volume and margin targets on a monthly basis, ensuring sustainable growth in terms of both the number of customers and profitability.

Strictly adhere to and ensure 100% compliance with the company's administrative, operational, sales, financial, and health & safety procedures. This includes timely and accurate reporting, adherence to established systems, and promoting a culture of compliance within the team

Requirements:

Mandatory Language Proficiency:

Language : Portuguese / Proficiencies level: Fluent

Language: English / Proficiencies level: Fluent

Experience:

University degree in Business Administration, Marketing or related fields

Minimum of 3-5 years in the oil & gas industry, with a demonstrated understanding of the market dynamics, challenges, and opportunities.

Proven track record in sales, business development, or commercial roles, showcasing the ability to meet or exceed targets and secure significant contracts.

Prior experience working in or with Mozambique, demonstrating an understanding of local business customs, regulatory environment, and stakeholder dynamics.

Experience in overseeing or being involved in large-scale projects from inception to completion, ensuring they meet deadlines, budgets, and quality standards.

Proven ability in developing and implementing sales and business strategies tailored to

specific regional or market needs.

Skills:

Sales Acumen

Relationship Building

Negotiation Skills

Strategic Thinking

Technical Knowledge

Cultural Sensitivity:

Communication Skills

Analytical Skills

Team Leadership

Problem Solving

Project Management

Adaptability

Attention to Detail

Competencies:

Prioritizes the needs of the customer, ensuring products and services offered align with their requirements, leading to customer satisfaction and loyalty.

Demonstrates the ability to envision long-term objectives and align daily activities and decisions with these strategic goals.

Exhibits a strong commitment to achieving challenging goals; demonstrates tenacity, ambition, and a results-driven approach.

Works effectively with others, promoting open communication and a team-oriented approach to meet common goals.

Acts consistently with organizational values; demonstrates honesty and fairness in all actions and decisions.

Demonstrates sensitivity and understanding of cultural differences, especially in the context of Northern Mozambique, and uses this understanding to navigate business decisions effectively.

Shows commitment to ongoing personal and professional development, seeking opportunities to acquire new skills and knowledge.

Always prioritizes health and safety, understanding its significance in the oil & gas sector and ensuring that it's at the forefront of all decisions and actions.

Key Relationships and Department Overview:

Internal – Commercial areas, Operations, Finance, Customer Service

External – Customers, Vendors

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