

Example of Gas Manager Job Description

Powered by www.VelvetJobs.com

Our innovative and growing company is looking for a gas manager. If you are looking for an exciting place to work, please take a look at the list of qualifications below.

Responsibilities for gas manager

- Win business through deepening contact networks within new or existing accounts, and write effective customer proposals and manage the contract negotiation
- Frequent visits to the decision-makers of customers and business partners to cultivate relationships (preliminary acquisition)
- Resolute tracking of market developments in the assigned sales regions, continuous updating of the project list (addition of projects and updating progress data) & co-ordination with other Sales organizations
- Focus on acquisition of reference power plants to reduce proposal and implementation costs and minimize risks
- Resolute application of the marketing sales toolkit to reduce proposal and implementation costs
- Lead & co-ordinate timely and complete provision of the requisite inputs for processing proposals conducting the LoA (Limits of Authority) process for all binding proposals to ensure high proposal quality that entails minimum risks, including handover to the Execution team
- Conducting contract negotiations, including systematic documentation and communication of the negotiation results, to ensure achievement of the planned volume of new orders in line with the stipulated positive margin
- Development of winning-strategy and respective implementation into proposal process
- Develop Country profiles, formulate Country strategies based on these profiles

exceed annual business plans

Qualifications for gas manager

- Knowledge of energy rates, energy technologies and energy service markets
- Ability to manage a large and diverse workload involving multiple stakeholder groups and complex projects and to effectively communicate plans and progress
- Experience in digital, IoT and relevant technologies in resources areas with deep experience in one of the key areas utilities - grid, customer and channels, Energy – Upstream, retail and gas PAM
- Demonstrated ability to work independently, run with ambiguity and thrive with a challenge
- Sound understanding of vertical industries, channels, technical products/solutions, use cases / applications
- 10-15% business travel required, primarily to Abu Dhabi, Saudi Arabia, Kuwait, Oman, Qatar, and Egypt