

Oil & Gas Technology Group

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Oil & Gas

Technology Group

"Recruiting Top Talent for
The Upstream Oil & Gas Industry"

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Position Title:	Director Business Development -Corporate
Salary Range:	\$150K – \$180K Base
Bonus:	Yes
Classification (Full Time or Contract)	Full Time / US Citizen / US Green Card only
Location:	Houston, TX
Education Requirements:	BS Degree in Engineering or Business
Experience Level:	15 Years of Business Development

Job Description:

Must be a US Citizen or US Green Card Holder.

Main Purpose of Role:

- [Responsible for Division Management Business leadership and for managing Division Business Development performance across the Region
- [Regional leadership in the important areas of Business Development and support systems implementation including:
 - o Target Account Management and Area Business Development
 - o Regional Business Development strategy
 - o Opportunity and Proposal management through our CRM platform
 - o Region Strategic Business Planning Process
 - o Responsible for delivering Division revenue targets across the region
- [Owns the Division Management Regional client relationships

Responsibilities:

- [Identify potential clients and market areas for Company Division Management in the US Region
- [Report directly to Head of Division Management US functionally to the Engineering Director
- [Work directly with Head of Division Management US and the Engineering Director to develop and implement the business strategy.
- [Primary point of contact for all Division Management opportunities in the US Region
- [Provide support on all Division Management proposal and tender submissions.
- [Development and implementation of strategic plan for Division Management business development.
- [Coordinate Division Management BD activities of all stakeholders, including but not limited to BD team and key region management
- [Coordinate the development and maintenance of BD processes required to support the Division Management strategy
- [Seek, build and maintain relationships with existing and potential clients in the US region.
- [Work with the business units to identify any long term business goals, such as new customers or new services.
- [Manage the interaction with the wider Company business network in the context of business opportunities for Division Management.
- [Input into development of Division Management annual plan.
- [Monthly reporting to the Division Management and Region Leadership teams.
- [Develop people within the Business Unit
 - o Structure a fit for purpose team within the stream
 - o Identify and develop talent within the Region
- [Maintain the profitability of the business
 - o Support expediting of client payments to minimise working capital requirements
 - o Manage overhead costs to ensure the efficient running of the business
 - o Ensure commercial terms and conditions are optimal
- [Provide leadership to the Division Management Business Development staff
 - o Prepare and implement annual stream business plans and communicate them through the organisation
 - o Ensure Region Business Development Managers have well defined objectives which help to deliver the Region strategy and Business Unit plan and actively manage their performance
 - o Communicate Business Unit and Regional strategy to Business Unit staff and provide regular communications to keep them engaged and motivated

Qualifications / Knowledge / Experience:

- [Engineering or Business Bachelor's Degree
- [More than 15 years Oil & Gas industry experience in Engineering Consultancy
- [More than 5 years Regional experience

Skills:

- [Self-motivated with the ability to work independently and as part of a team.
- [Strong relationship and networking skills.
- [Client focused and goal oriented.
- [Strong judgment and analytical skills
- [Resilient with the ability to handle difficult and challenging situations.
- [Organised with strong interpersonal and time management skills.
- [Tenacious, assertive and able to professionally challenge and influence decisions.
- [Professional and confident approach to working relationships.
- [Ability to work to tight deadlines.
- [High attention to detail.