



CAREER OPPORTUNITY

BUSINESS DEVELOPMENT LEAD

JOB SUMMARY

The Business Development Lead will be responsible for developing and executing strategies that increase market shares, enhance client relationships, and support the overall growth and profitability of the business.

EDUCATION

1. Bachelor's degree in business, Marketing, Engineering or related field (MBA or relevant advance degree will be an asset).

EXPERIENCE

1. Minimum of 5-7 years of experience in business development, sales, or a related role in the oil and gas industry.

COMPETENCIES

1. Proven track record of successful business development and sales achievements, with a focus on client acquisition and relationship management.
2. Excellent communication, negotiation, and presentation skills.
3. Strong analytical skills, with the ability to assess market trends and translate insights into actionable strategies.
4. Willingness to travel as needed for client meetings, industry events, and site visits onshore or offshore.
5. Experience in drilling, cementing, completion, workover or production operations, including working offshore in any two of these fields.
6. Knowledge of health, safety, and environmental regulations in the oil and gas industry.
7. Established network within the oil and gas sector.

FUNCTIONS, DUTIES AND RESPONSIBILITIES:

1. Develop and implement effective business development strategies to expand the company's presence and market share within the oil and gas service industry.
2. Analyse market trends, customer needs, and competitor activities to identify potential growth opportunities.
3. Collaborate with internal teams for technical and operational support and advice where necessary.
4. Cultivate and maintain strong relationships with key clients, partners, and stakeholders within the oil and gas industry as well as other industrial companies in the Point Lisas Estate. Engage in regular meetings with clients to ensure satisfaction and identify opportunities for upselling or cross-selling additional services.
5. Proactively identify and generate new business leads through networking, cold calling, attending industry events, and leveraging industry contacts.
6. Promote product lines for the Division including our wellhead/tree, chokes, valves, composite wraps, chemical injection pumps, waste/water treatment equipment, drilling, cementing and completion downhole tools.
7. Prepare and deliver proposals and presentations to potential clients, highlighting the company's products and services.
8. Conduct regular market research to understand customer demands, competitor offerings, and industry trends.
9. Prepare sales reports and forecasts for senior leadership, providing insights into the effectiveness of business development efforts.
10. Track and report key performance metrics, adjusting strategies as needed to meet sales goals.
11. Support the development of marketing collateral and promotional materials to drive brand awareness and attract potential clients.
12. Mentor and guide junior team members, providing support and sharing expertise to foster a collaborative environment.

ACCOUNTABILITY

The Business Development Lead will report to the Head of the Oil & Gas Division.

Applications must be emailed to talent@roscopro.com by Friday 16th May, 2025 or hand delivered directly to the office of the HRM; Point Lisas location.
Please include email Subject: **BUSINESS DEVELOPMENT LEAD**