

# Job Description

Position: Area Vice President  
Line reporting: CCO



Revision no.

Revision date: 12.12.2022

## 1 JOB SCOPE

The Area Vice President is responsible for the business growth, budgeting, meeting company targets and delivery of products and service in their assigned Region.

## 2 COMPETENCE REQUIREMENTS

- **Higher Education**
  - Minimum Bachelor degree and/or extensive business experience within the upstream oil & gas industry, formal management education and/or equivalent.
- **Work experience**
  - Minimum 10 years upstream oil & gas experience, minimum 5 years of management experience, project management and technical sales experience.
  - Proven track record of managerial and financial experience within oil & gas service sector is a key attribute.
  - Proven track record on sales and business growth.
- **Industry experience**
  - Extensive upstream oilfield experience is required, ideal candidates hold both practical operational and technical experience with subsurface oil & gas operations.

## 3 MAIN RESPONSIBILITIES

- Shaping and leading the Region as per set and defined corporate strategy for growth and development.
- The role as VP for a Region includes the function as Site Manager for the local office facilities.
- Full Accountability for the Region, meaning Sales & Marketing activities, Operational activities and technical activities through the local WTE's.
- Responsible for all employees in the Region with the full Line responsibility including HSE, personal development and career planning, appraisal talks, vacation planning and approval. This also includes the full responsibility to safeguard a fruitful and productive working environment in the Region.
- Extensive travel for client canvassing and market interaction to gain business leads from new and existing client base, with the aim of generating profitable sales.
- Ensure that all deliveries are according to the RESMAN processes and Minimum key standards.
- Ensure that adequate operations resources are in place for project deliveries.
- Financial planning, market growth (key account) penetration/strategy planning, operational execution planning and personnel planning are some of the additional points of responsibility.
- Financial responsibilities for the Area and Regions including PnL (profit and loss).
  - Creation, contribution, and evaluation of the PnL statements on a monthly/quarterly basis in close cooperation with the finance dept.
  - Planning/forecasting for budget purposes in close cooperation with the finance dept.
- Secure client collaboration for R&D projects and field trials.
- Ensure submission of professional quotes/tenders in response to ITT (invitation to tender) and/or RFQ (request for quotation).

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- Evaluation of market trends and opportunities through extensive client contact, market understanding and providing reports as requested by the employer.

#### 4 BEHAVIORAL FACTORS

- Leadership: Managerial leadership within all facets from personnel, operations to QHSSE
- Financial: Financial acumen and discipline required to run a profitable business
- Execution: Ability to get a team to execute/deliver on time with quality
- Initiative: Self driven, solutions orientated individual who can also motivate team