

JOB TITLE	Business Development Manager
LOCATION	Guyana, South America
EMPLOYMENT	Permanent

DESCRIPTION OF FUNCTION

The Business Development Manager is responsible for driving revenue growth by identifying and securing new business opportunities within the oil and gas brownfield services sector. This role involves conducting targeted market research, developing and implementing strategic marketing and business development plans, and building strong client relationships with operators, asset owners, and key stakeholders across the Industry.

To enhance the company's profitability and market position by implementing effective business development strategies focused on brownfield maintenance, modification, and operations (MMO) services, asset integrity, and late-life field solutions within the oil and gas industry.

JOB RESPONSIBILITIES

Business Development & Strategy

- Develop and execute a comprehensive business development strategy targeting brownfield oil and gas operators, asset owners, and EPC contractors.
- Identify and pursue new contract opportunities in brownfield maintenance, turnarounds, shutdowns, plant modifications, and asset integrity management.
- Collaborate with senior management to define go-to-market strategies, pricing models, and competitive positioning for brownfield service offerings.
- Monitor industry trends, regulatory changes, and competitor activities specific to the oil and gas brownfield sector to identify emerging opportunities.

Client Engagement & Relationship Management

- Develop and sustain solid, long-term relationships with key clients including oil majors, independent operators, national oil companies (NOCs), and engineering firms.
- Serve as the primary point of contact for prospective clients, presenting the company's brownfield service capabilities and value proposition.
- Meet with potential clients and investors to present tailored proposals and negotiate service agreements and framework contracts.
- Represent the company at industry events, trade shows, conferences, and forums

Proposals & Tendering

- Lead the preparation, coordination, and submission of technically and commercially competitive bids, tenders, and proposals for brownfield projects.
- Work closely with technical, operations, and HSE teams to ensure proposals accurately reflect the company's capabilities and compliance with client and regulatory requirements.
- Maintain a thorough understanding of client requirements, project scopes, and contract structures common in brownfield oil and gas services (e.g., LSTK, EPIC, reimbursable contracts).

Market Intelligence & Reporting

- Conduct in-depth market research to map brownfield asset owners, project pipelines, and upcoming maintenance or redevelopment campaigns.
- Maintain accurate and current records of prospects, clients, opportunities, and accounts within the company's CRM system.
- Provide regular reports and updates to senior management on pipeline activity, win/loss analysis, and market developments.
- Identify and communicate sales opportunities and leads throughout the organization.

General

- Secure new business through a variety of channels including direct outreach, networking, referrals, industry associations, and digital platforms.
- Assist with special business development projects and tasks as directed by senior management.

CAPABILITY PROFILE; KNOWLEDGE, SKILLS AND EXPERIENCE

Education

- Bachelor's Degree in Engineering (Mechanical, Chemical, Petroleum, or related discipline), Business Administration, Marketing, or a related field. A combination of technical and commercial qualifications is strongly preferred.

Experience

- Minimum of 10 years' proven experience in business development, sales, or a similar commercial role within the oil and gas industry, with specific exposure to brownfield, maintenance, or asset integrity services.
- Established network of contacts within oil and gas operators, EPCs, and asset management companies in the region.
- Demonstrated track record of successfully winning contracts and growing revenue in a competitive oil and gas services environment.
- Experience with tendering and proposal development for brownfield or upstream oil and gas projects.

Skills & Competencies

- Strong understanding of brownfield oil and gas operations, including MMO, asset integrity, shutdown and turnaround management, and late-life field services.
- Proficiency in all Microsoft Office applications; experience with CRM software is an asset.
- Excellent analytical, problem-solving, and strategic thinking skills.
- Exceptional negotiation, presentation, and decision-making skills.
- Strong commercial acumen with the ability to assess project viability and financial returns.
- Ability to work independently and collaboratively in a fast-paced, deadline-driven environment.
- Effective written and verbal communication skills, including proposal writing and client presentations.
- Knowledge of relevant oil and gas industry standards, HSE regulations, and local content requirements is an advantage.