



wintershall dea

SENIOR COMMERCIAL ADVISOR (M/F/D)

AT THE BUSINESS UNIT LOCATION CAIRO, EGYPT



LOCATION

Cairo, Egypt



STARTING DATE

January 1, 2020.



CONTRACT TYPE

Local Contract



DEPARTMENT

Commercial & Business Development



WORKING HOURS

Full-time



REFERENCE CODE

EGO45

What you can expect

- Negotiations & drafting of commercial agreements with state companies and with upstream partners (Joint Operating Agreements, Farm-Out Agreements, Gas Sales Agreements, etc.).
- Leading and participating in multi-disciplinary teams, formulating commercial and technical proposals presented to the Egyptian authorities.
- Supports the Commercial & Business Development Department by research and evaluation of macroeconomic and microeconomic information on Egypt, especially related to the petroleum and energy sectors.
- Evaluate economics and report economic metrics under different commercial & technical scenarios to define parameters for new projects, or renegotiations of existing projects.
- Insightful analysis for output metrics to support management in having a better understanding for financial outlook & direct their focus towards areas of possible improvement.
- Preparation of periodic (monthly, quarterly and annual) macroeconomic reports on Egypt, especially on energy sector.
- Generate from public and other sources supply/demand estimates for various petroleum products, including domestic gas.
- Preparation and coordination of economics evaluations and other relevant analysis for new projects or for projects for renegotiations.
- Assisting other departments on getting and understanding information and terms of various agreements.
- Develop and improve financial reporting tools that satisfy BU Management's and Corporate information requirements Preparation of various analyses, studies, reports and presentations as requested.

What we expect

- Bachelor's degree in Business, Commerce, Finance or equivalent.
- Experience in commercial negotiations, business development, contracts drafting and business planning.
- Knowledge of macro/micro-economic analysis techniques including economics analysis.
- Project evaluation, preferably specialized knowledge on its methods.
- Minimum 5 years preferably within petroleum or energy sector.
- Excellent communication skills in English and Arabic.
- Good knowledge of PC software applications with excellent skills in Microsoft Excel and Word.

We offer

- Competitive compensation & Benefits package.



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- Responsibility from day one in a challenging work environment and „on-the-job “.
- Opportunity of professional development and international experiences.

Who we are

With the merger of Wintershall and DEA Deutsche Erdoel AG, two successful companies with a long tradition have formed Europe's leading independent natural gas and oil company: Wintershall Dea. The company with German roots and head-quarters in Kassel and Hamburg explores and produces gas and oil in 13 countries worldwide in an efficient and responsible manner. With activities in Europe, Russia, Latin America and the MENA region (Middle East & North Africa), Wintershall Dea has a global upstream portfolio and, with its shares in natural gas transport, is also a leader in the midstream business.

Wintershall Dea stands for more than 120 years of experience as an operator and project partner along the entire E&P value chain. The company employs around 4,000 people worldwide from over 60 nations. The company plans to increase its average daily production from around 590,000 barrels of oil equivalent to a range of 750,000 to 800,000 barrels in the period between 2021 and 2023. In the medium term, an initial public offering of Wintershall Dea is envisaged.

We are looking forward to your application! Please apply via: jobs-egypt@wintershalldea.com

Contact: Omar Abdelmoneim, +20 106 6690 165