



wintershall dea

SALES & COMMERCIAL CONTRACT MANAGEMENT (M/F/D)

AT BUSINESS UNIT MEXICO, MEXICO CITY, MEXICO



LOCATION

Mexico City, Mexico



STARTING DATE

Next possible starting date



CONTRACT TYPE

Local Contract



DEPARTMENT

Sales & Commercial



WORKING HOURS

Full-time



REFERENCE CODE

MXJH15

What you can expect

- Local Operations Oil and Gas contracts (OGARRIO):
 - Verification of prices
 - Verification and follow up on volumes with the Operation/Pemex teams in Ogarrio.
 - Invoicing Process
 - Follow up on Cash collections
- Support sales negotiations
- Support Concession agreement negotiations and re-negotiations (assigned concessions).
- Support Upstream commercial contracts neg. (e.g. Tie-in, transportation, processing etc. – assigned concessions)
- Coordination of yearly work program with Operators (assigned concessions).
- Local market analysis and input on commercial evaluations/assessments for local E+P projects.
- Attend assigned Non Operated OCMs

What we expect

- Bachelor's degree in Finance, Economy, Engineering or similar relevant area.
- 5 years of experience in commercial related roles in the oil & gas industry.
- Pemex relation/ sales negotiation experience
- Basic Upstream technical understanding
- Solid knowledge of the general Mexican fiscal system, mainly in Hydrocarbon industry in Mexico
- Knowledge of economic modeling for commercial evaluations on E&P projects
- Fluent in English & Spanish is a must.
- Teamwork – Actively promotes a positive environment. Builds network to enhance effectiveness and learn from peers. Asks for help and guidance when in doubt.
- Oriented towards action – Focuses effort and prioritizes work, overcomes obstacles and adapts approach to achieve outstanding results.

We offer

- Responsibility from day one in a challenging working environment.
- Networking and familiarization within the company.
- Work & life service which provides advice and supports in all matters affecting work, life, family and health.
- Global career opportunities and attractive remuneration packages.

Who we are

Wintershall Dea is Europe's leading independent natural gas and oil company with more than 120 years of experience as an operator and project partner along the entire E&P value chain. The company with German roots and headquarters in Kassel and Hamburg explores for 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 participation in natural gas transport, is also active in the midstream business.

Wintershall Dea was formed from the merger of Wintershall Holding GmbH and DEA Deutsche Erdoel AG, in 2019. Today, the company employs around 2,800 people worldwide from over 60 nations.

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

Contact: Juan Pablo Hernandez, +52 55 5979 0364