



## National Manager Sales – Oil & Gas

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### JOB PURPOSE

Develop AREVA T&D's offer to Oil and Gas activities in India to achieve the target. Coordinate country industry field sales and key PL tendering teams, leverage experts, drive complex projects, promote specific offer internally & externally

### MAIN RESPONSIBILITIES

**1. Oil and Gas Business Development strategy.**

Identify the potential business: define the commercial approach with ISO & key PL's for each potential customer in each sub-segment.

**2. Commercial Action Plan follow-up.**

Participate in defining, planning, coordinating and delivering the Segment Regional joint ISO-PLs CAP in order to achieve the required profitable Order Intake objectives.

**3. Coordinate Sales Force for complex projects.**

Strong coordination of ISO Field Sales and PL Units tendering engineers to Identify, Target and Win profitable business, focusing on specific oil and gas offer and complex multi-PL projects, packages with Contractors or SYS. Participate to Country Sales Meetings and SYS project reviews.

**4. Grow industry expertise within ISO and PLs**

Build a plan to grow expertise in and synergy with other Industry Segments. Suggest recruitments with the key PL Units.

**5. Offer promotion, Marketing & Processes**

Promote Oil and Gas offer internally & externally, suggest Product & Service offering improvement, report on competition. Support yearly Market Assessment and regional surveys

### PROFILE EXPECTED

B. Tech / BE Mechanical or Electrical  
Minimum 10 - 12 yrs experience in Sales  
Knowledge on Legal Terms of Contracts, Sales Channels & Distribution Management

### Location

Baroda-India