

JOB DESCRIPTION

Function: Commercial Division	Date:
Position: Commercial Director	No. of subordinates:
Immediate Supervisor (position): Managing Director	

POSITION PURPOSE

Identify new business opportunities and secure customer / user contracts.

MAIN RESPONSIBILITIES

- Identify new business opportunities to establish new contracts and services
- Build customer relationships with clients to establish new contracts and services
 - Negotiation of the Terminal Use Agreement between the potential users of Alexandroupolis LNG Terminal and the Terminal Operator and Inter-User Agreement between the potential and the existing users of Alexandroupolis LNG Terminal
 - Negotiate of the Spot Cargo Agreement in order to provide short-term products
- Develop strong relationships with different departments within the company to ensure compliance with commercial targets and goals
- Use analytics to create action plans that are based on data and statistics, and interpret results against targets
- Prepare reports on commercial results
- Lead the data, processes, systems/technology, and projects/programs that enable the team to perform at maximum effectiveness
- Work with Marketing experts for promotion of the available capacity
- Make sure stakeholders adhere to and understand contractual obligations, and determine when processes violate regulations. Assess risks and make recommendations based on analysis of all factors affecting a business situation
- Work closely with all departments across the organization

QUALIFICATIONS

- Bachelor's degree in Engineering
- MBA preferably
- Minimum 8 years' experience in Sales and / or Marketing preferably in the Natural Gas sector
- Proficiency with MS Office (MS Excel, MS Word)
- Fluency in English

ADDITIONAL QUALIFICATIONS

- Commercial awareness
- Awareness of the energy market
- Focus on targets
- Mathematics and analytical skills
- Interpersonal skills
- Teamwork

- Time management
- Willing to travel