



Graduate Management Consultant - Oil & Gas

From: 20000 To: 35000 £ GBP per year

A Graduate Management Consultant is required by a leading independent firm of technology management consultants, specialising in the energy sector. They continue to expand their dynamic team with the recruitment of additional consultants.

Candidates must be skilled at client and project management, strategic thinking, market analysis and new business development, and have a genuine interest in oil & gas and renewables technology. Experience of the upstream oil and gas industry and/ or R&D/ product development is desirable, but other technology/ engineering environments will be considered.

COMPANY PROFILE:

The organisation helps energy companies and their suppliers to identify, commercialise and deploy new technology. Their services include market intelligence, strategy planning, technology commercialisation, and knowledge-sharing network management. They also help government and industry bodies to develop more competitive supply chains, through sectoral and regional development initiatives.

Their prestigious client base includes over 30 oil companies worldwide, more than 150 service companies/ contractors, and government departments in Europe, North & South America and Asia.

They are recognised as a genuine long-term business partner to their clients. Their reputation for service excellence and technology know-how continues to grow ever stronger, so the volume of referred work and opportunities to pitch for new business have increased substantially.

The company is in the midst of an ambitious strategy to double in size by the end of 2010. A key stage in this strategy is the requirement to recruit a number of top consultants to join an established dynamic team of talented, professional people.

JOB SPECIFICATION – applicants with experience in these areas are welcome to apply:

Technical Management Consultancy:

- Market analysis and business planning (e.g. research, data gathering, state-of-the-art analyses, interviewing, technology/ competitor analysis, demand analysis).
- R&D project work (e.g. assisting with strategy planning, programme initiation, development of funding proposals, project delivery of joint industry projects etc).
- Technology forum/ network support (e.g. development of technology networks such as the Production Engineering Association, supply chain stimulation, lessons learnt/ benchmarking).
- Technology auditing (e.g. technology identification and evaluation, proposals for ongoing management consultancy).
- Technology strategy consultancy (e.g. technology road-mapping, technology cluster development, knowledge management system development).



- The work will involve working with internal Project Managers and in time, being accountable for executing project tasks - with a view to increased responsibility.

An estimated 80% of available time is allocated to this function.

New Business Development:

- Carrying out sales activities relating to the development of the company's business and areas of activity, leading to the creation of new business.
- Activities include idea generation, contact building, arranging and holding promotional meetings, writing proposals, negotiation and subsequent closing of contracts.
- A contribution to marketing activities, which will be led by the Managing Director, is anticipated.

An estimated 10% of available time is allocated to this function.

Development and Administration:

- Assisting with the development of company strategy, and playing a role in long-term company growth.
- Assisting the smooth running and management of a team of employees, to assist with and support all the activities described above.
- Making an input to day-to-day company administration and general 'housekeeping', although administrative support is available.

An estimated 10% of available time is allocated to this function.

PERSON SPECIFICATION:

Applicants need to be skilled at client and project management, technology/ product development, strategic thinking, market analysis and new business development, and have a genuine interest in oil and gas and renewable energy technology.

Candidates for this position will preferably hold a second degree (or similar) in a technical or business area, or be graduates with 1 or 2 years' experience relevant to the upstream oil and gas and renewable energy industry or in industrial technology (not IT).

The ideal candidates will have great interpersonal skills with a blend of analytical skills and creative flair as well as good attention to detail.

ESSENTIAL SKILLS/ EXPERIENCE:

Candidates should have a relevant technical degree, and ideally other relevant qualifications and/ or experience in the oil and gas/ energy industry.



ADDITIONAL ESSENTIAL REQUIREMENTS:

- Enthusiasm and willingness to travel.
- Willingness to attend some evening meetings for technical knowledge/ networking.
- Willingness to participate in team-building events.
- Commitment to the company's purpose, vision and values.
- The post will be largely self-servicing and IT ability is necessary.

ADDITIONAL DESIRABLE SKILLS/ EXPERIENCE:

- Technical knowledge and understanding of one or more segments of the energy industry coupled to a genuine interest in oil & gas and renewable energy technology.
- Commercial knowledge of the supply chain/ contracting structure of the oil and gas industry.
- Knowledge and/ or experience of research and development/ product development processes.
- Knowledge and/ or experience of project management.
- Knowledge and/ or experience of selling a service.

BENEFITS/ CAREER DEVELOPMENT:

To enable the effective execution of these tasks, the company provides consultants with support/ mentoring, training and opportunities for personal and career development:

- Opportunity to influence company strategy through a role in the strategic growth of the company.
- Opportunity to influence company operations through responsibilities within the team.
- A pleasant and stimulating office environment, based in the market town of Guildford.
- A competitive remuneration package, with opportunity for additional company performance related bonus.
- Opportunities for travel, mainly within Europe and the USA.