



# Outstanding Career Opportunity for Commercial Advisor/Commercial Lead

**Mobil Producing Nigeria Unlimited (MPN)** is a subsidiary of Exxon Mobil Corporation and one of the largest oil producers in Nigeria. With a long and established history of operations, the company's oil & natural gas production activities is a major source of revenue for the Nigerian government and economy.

We are recruiting a **Commercial Advisor/Commercial Lead** (commensurate on experience) with the highest standards of integrity, ability to build strong working relationships and effectively interact in a multi-cultural environment.

## COMMERCIAL ADVISOR/COMMERCIAL LEAD

### **The Role:**

Reporting to the GM Manager, the successful candidate will support and deliver on MPN's commercial objectives by planning, developing, drafting, executing and administering commercial agreements as well as employing subject matter expertise to effectively influence outcomes that support the company's hydrocarbon development and production activities in Nigeria. This position involves direct interfacing with other International Oil Companies, Government agencies as well as extensive coordination with internal functional groups such as Law, Tax and Controllers.

### **Other responsibilities include:**

- Provide Commercial support and assistance for opportunities and projects in which an ExxonMobil (EM) Affiliate holds working interest
- Identify and develop the commercial framework, forms of agreements and strategy required to achieve business objectives
- Perform lead negotiator function acting on behalf of EM for various forms of commercial agreements
- Develop, review, and obtain internal functional endorsement of commercial agreements
- Represent EM views with key stakeholders on non-contract issues such as legislation development, and adherence to local Laws
- Term Sheet development and distribution of agreements for functional and partner comment and incorporation of such comments into the respective agreements
- Preparation of presentation packages to management with respect to commercial arrangements to obtain senior management endorsement of negotiating terms, strategic alignment and any EM non-standard agreement terms and conditions
- Active involvement in industry forums such as the Oil Producers Trade Sector
- Undertake document management and record retention duties for all commercial agreements
- Mentoring and skill development activities

### **The candidate**

The ideal candidate will have the following minimum qualifications:

- A Bachelor's degree with a minimum of second class upper division (2.1) in Business Administration, Engineering or Law
- A Master's degree in Business Administration (MBA)

- 10-15 years relevant commercial experience
- Relevant experience in the Oil and Gas industry or multinational is desirable

**In addition, the successful candidate is required to have the following attributes:**

- Expert in contracting/development of commercial agreements
- Expert negotiation and influencing skills
- Strong economic evaluation and fiscal analysis skills
- Proven business evaluation and strategic planning skills
- Proven mentoring and personnel development skills
- Excellent interpersonal skills
- Effective team player
- Strong management/leadership skills
- Ability to build/maintain effective relationships
- Proven sound commercial judgment

### **REMUNERATION:**

This position offers a competitive compensation and benefit package commensurate with what is obtainable in the upstream oil & gas industry.

### **METHOD OF APPLICATION:**

If you meet the requirements listed for this position, please place your online application at: <http://www.exxonmobil.com/careers/nigeria/apply> to submit your application and upload your curriculum vitae

### **HOW TO NAVIGATE THE WEBSITE**

To view a PDF copy of the advertised vacancy

- Log onto <http://www.exxonmobil.com/careers/nigeria>
- Click on advertised job positions

To complete the application process:

- Log onto <http://www.exxonmobil.com/careers/nigeria/apply>
- Click on 'Search openings'
- In the 'keyword' search box, enter **13817BR**
- Click 'Search'

The advert closes **2 weeks** from the date of this publication. Only short listed applicants will be contacted.

Applicants are hereby advised to submit only one application, as multiple applications may result in being disqualified.

Please note that any application placed outside ExxonMobil 'Jobs and Careers in Nigeria' page on <http://www.exxonmobil.com/careers/nigeria> is placed at the applicant's sole risk and will not be considered.