

Job Description



Role Title: Upstream Energy Solutions Senior Application Expert - Separations

Purpose of role:

The Application Expert will primarily be responsible for assisting sales representatives in making industry-specific technical/application related sales calls. As a recognised industry expert, they will provide consultative separation services and assist customers with problem solving support regarding the company's products/applications/solutions relating to Emulsion Breakers and Water Clarification. This may be on-site, in the field, over the phone or via alternative communication means.

Working with Key Accounts Managers and sales representatives prepare new business proposals. Develop and deliver training material for in house and customer technical seminars, and act as a mentor for subordinate technical specialists. Coordinate separations (water clarifiers and emulsion breakers) product line maintenance activities.

Reports to: Global Upstream Energy Solutions Product Executive

Reportees: N/A

Location: Global – Field Based

Travel: This role will require a high level of travel ~50% including remote working and offshore

Main Responsibilities:

- Promote and adhere to a culture of safety and integrity in all aspects of our business.
- Applies the Suez values and behavioural traits to personal leadership style, behaviour, and team activities.
- Recognised as a technical expert in the specific area of separations: emulsion breaking and water clarification with the ability to work with finished products and develop novel formulations.
- Experienced working in various environments: lab, field, offshore in different parts of the world
- Accountable for projects that identify problems and formulate solutions. Executes the design, analysis, evaluation of assigned projects using sound scientific principles to complete to meet expectations of stakeholders.
- Assist in the preparation of reports detailing technical problems and solutions to initiate necessary corrective product modifications and/or recommended process changes. Document value provided to the customer whenever possible
- Has network of technical peers in industry and with customers
- Develop an expert understanding of the upstream product line, equipment and service offerings and be able to identify which Suez WTS solution would have a positive impact on the customers operations.
- Contributes to the separation product line management and related projects/ requirements including commercial health.
- Masters statistics and understands how to implement data-driven decisions from technical data

- Generates alternative solutions to problems and takes reasonable risks using advanced scientific concepts for product and process innovation, leveraging best practice and standard operating procedures.
- Designs and proposes novel best practice and ideas to differentiate in the market as well as support continuous improvement
- Promotes technical accomplishments and creates technical content for marketing collateral, case histories, product fact sheets, industry playbooks, manuals and technical certification.
- Part of the team to evaluate and design global and regional solutions to exploit sourcing and commercial benefits
- Communicates key information clearly to internal and external customers to influence technical decisions and strategy. May participate as a presenter or reviewer in technical and program reviews. Would also play a key role in tender submissions and trial proposals.
- Communicates effectively across the organization. Interacts and collaborates with technical colleagues and cross-functional groups at all levels.
- Has a portfolio of industry publications and presentations to their name
- Contributes to training material and participates as a trainer for internal and external audiences on their area of expertise.
- Seek to keep abreast of the latest industry advances through continuous education.

Qualifications and Experience required to do this role:

- B.S. in an engineering/science discipline or related technical experience
- Minimum 15 years oil and gas industry experience
- Demonstrated ability to embrace a vision, strategy and drive a plan to execute
- Strong process and project management skills with ability to drive projects and meet deadlines
- Experience in product formulation development and technical process
- Proven success in delivering solutions for customers and resolving separation issues
- Strong analytical and computer skills.
- Excellent communication skills, both oral and written
- Current and valid passport

Qualifications and Experience desirable for this role:

- Advanced degree in chemistry or related scientific discipline
- Experience working in regulated markets and aligning to authority's needs e.g. FDA, EPA, REACH, CEFAS
- Experience working internationally with diverse, global teams
- Commercial experience and financial acumen
- Multi-lingual skills

This role profile is not exhaustive; it will be subject to periodic review and may be amended to meet the changing needs of the business. The post holder will be expected to participate in this process and the Company would aim to reach agreement to the changes.