



Job Specification Ref: VR/00014

You can find full information on our clients, our services and our current vacancies online at www.venture.co.uk

For: Business Development Manager

Since 1990, Venture's focus has been to deliver services that enable and deliver the effective management of both technical and non-technical data and information to the Oil & Gas industry

Our reputation is built on the provision of successful support to our clients in the management of crucial information and data across all elements of the E&P domain (Business Units / Functions / Assets). Our solutions provide clients with the assurance that information is trusted and accessible; with our help, clients can achieve total confidence in making critical business decisions in meeting the dynamic and challenging requirements of the Oil & Gas sector.

The need for Integrated Information Management expertise is growing and with this, offers major growth opportunities for Venture. Venture's service offerings are divided into 4 Practices;

- G&G Subsurface Data Management
- EIM Enterprise Information Management
- FEDOP Facilities Engineering, Drilling, Operations
- IIS Information Integration Solutions

Venture's team working ethic provides for a friendly, energetic and dynamic office environment.

Job Description

Responsibilities:

- Develop a clear understanding of the Company's services
- Seek new business opportunities & create innovative business models to develop the business.
- Develop account plans & strategy
- Ensure effective management of all sales activities within your accounts
- Develop and maintain strong relationships with clients
- Prepare proposals working effectively with pre-sales resource
- Protect and grow existing base revenues
- Liaise closely with marketing
- Seek out, analyse and communicate market intelligence.
- Report directly to the Director of Sales



Person / Experience Required

- Experience in sales account management/business development within the Oil & Gas Sector
- Previous experience in selling or managing data & information management solutions within 1 or more of the following Practice areas:
 - G&G Subsurface Data Management
 - EIM Enterprise Information Management
 - FEDOP Facilities Engineering, Drilling, Operations
 - IIS Information Integration Solutions

Key Skills Required

The successful candidate will have:

- Ability to articulate integrated IM solutions to existing and new clients
- Strong understanding of the issues and an appreciation of the challenges surrounding data/information management within the Oil & Gas sector
- A strong desire for success and to earn the rewards available from contributing to the growth of a dynamic company
- Ability to present propositions to clients at senior and/or board level
- Clear understanding of the information life cycle & value chain across the Oil & Gas sector
- Ability to adapt sales propositions to various industry sub-sectors (e.g. engineering, commercial, upstream) is highly advantageous.
- Team player – proven ability to work with all levels within the company to accomplish goals
- The ability to understand and analyse financial information
- Ability to leverage an existing contact & network base
- Highly service orientated.

Qualifications

None specified.

Location

UK South-East based

Package

An attractive incentive package is on offer.

Compiled by : **Wendy Thomas**
Compiled on : **January 12th, 2009**