

# Strategic Management Opportunities

## *International Oil Services*

## *Aberdeen*

Our client is a global market leader in the Oil Services sector, with a blue chip customer base and an enviable reputation for quality, service, success and innovation. It has an impressive record of international growth, providing a complex and diverse range of integrated, mission critical support services, as well as pioneering, added value solutions to the Oil & Gas majors. Due to recent promotions and as part of the group's ongoing international development strategy, it now seeks to appoint a number of high calibre executives in the following key roles.

### ***Managing Director – UK Six Figure Package***

Part of the European Management team, you will have a highly visible and wide ranging remit, with overall P&L responsibility for the company's UK Operations, covering various locations. This will encompass both strategic and operational aspects, including the management of key customer relationships, the enhancement of service capability, as well as the identification and capture of new business opportunities. A strong relationship builder and communicator, with impressive general management credentials in the Oil & Gas sector, you will be delivery focused and commercially aware, enabling you to maximise profitability by enhancing the company's ongoing partnership with major Oil & Gas customers.

### ***Group Head of Knowledge Management To £75,000 + benefits***

In this newly created role, you will identify, develop, coordinate and implement group wide knowledge management initiatives, opportunities and best practice, allowing the company to optimise the use of its intellectual property as a key differentiator. This will entail maintaining a knowledge management overview of key programmes and projects and promoting a culture of knowledge retention, sharing and communication, in order to better assess capability and enhance knowledge delivery to customers. You will therefore have an in depth understanding of emerging trends in the sector, possibly gained in a similar role, as well as having excellent analytical, planning, project coordination, stakeholder management, cross functional team influencing and communication skills.

### ***Head of Procurement – Europe To £75,000 + benefits***

You will have a wide ranging remit, establishing a common framework for procurement, implementing best practice policies and procedures, as well as building stronger key supplier partnerships in order to safeguard the company's supply chain, mitigate risk and ensure that agreed cost targets and service levels are achieved. Ideally CIPS qualified, with a background in the Oil & Gas or a related sector, you will be proactive, results oriented and commercially focused, with strong relationship management, influencing and negotiating skills, as well as a thorough knowledge of modern procurement methods.

### ***Commercial Manager To £75,000 + benefits***

Working closely with the Commercial Director, you will act as a partner to the Operational Business Units, providing commercial expertise to support growth and enhance profitability by ensuring that commercial contracts are cost effectively delivered. This will entail advising on contract negotiations and pricing, contract evaluation, monitoring and reporting, as well as ensuring that commercial management best practice policies and procedures, controls and standards are in place to minimise risk. Commercially focused, analytical and proactive, with strong interpersonal skills, you will ideally come from a similar role in the Oil & Gas sector, having the ability to build strong internal and external relationships at all levels.



**FLETCHER JONES**  
search and selection



**Applications in the strictest of confidence in the form of a CV and covering letter, stating salary and quoting the appropriate job title to Charles McGarry, Director, or Lisa Garrow, Senior Search Coordinator, Fletcher Jones Ltd, 12 Castle Terrace, Edinburgh EH1 2DP.  
Tel: 0131 229 7151. Email: [submit@fletcher-jones.co.uk](mailto:submit@fletcher-jones.co.uk)**