
ROLE AND RESPONSIBILITIES: REGION MANAGER, MENA

Interfaces:

Reporting line: Eastern Hemisphere Manager (Norwich EVTC)

Direct reports: **Direct reports (3):**
Operations Manager MENA (Dubai). Business Region Sales Manager Saudi (Al-Khobar), Administrator (Dubai)

Interface and team work with: **Supporting functions:**
Global Sales & Marketing Director (Aberdeen), Finance, Legal & HR services (Aberdeen/Norwich EVTC), Epidote Analysis Team (Aberdeen), Excellence Manager (Abu Dhabi), Training and Development (Norwich EVTC), Engineering & Manufacturing (Norwich EVTC), Marketing & Communications (Aberdeen), Subject matter experts / technical advisors

Location: Muscat or Dubai with extensive travel across MENA

Role Description:

The Region Manager is primarily responsible for strategic growth and managing EV's business in the MENA region, as well as business expansion into new territories not currently covered by EV operations. Ensuring that targets for revenue and profitability are met or exceeded, and that resources are managed accordingly in line with the 5-year strategy.

The roll requires an experienced, confident and energetic business professional with a clear understanding of modern technical sales & client expectations, operational processes, finance and engineering. A hands-on approach is required to continue to build the dynamic team in a challenging market environment.

The role has full P&L and QHSE responsibility and the Region Manager will work in close collaboration with the Eastern Hemisphere Manager, Global Sales & Marketing Director and the CEO to determine the required resources and business approach to ensure that EV continues to deliver first class market leading services.

General Responsibilities:

1. Develop and grow EV's business in the MENA Region.
2. Adopt, promote and deliver the EV strategy via the detailed regional sales and operations plan.
3. Introduce the new tools, products and services via regional promotions and events.
4. Nurture and develop existing relationships, as well as developing new customer relationships to maximise business
5. Identify opportunities for synergies and technology partnerships with service companies and technology providers in the MENA region, developing solution based strategy with Senior Management Team.
6. Monitor EV competition in region, assessing and documenting relative strengths, weaknesses, opportunities and threats to senior management team.
7. Provide input to assist the development of new services and technologies to EVTC and Epidote teams based on market knowledge and customer needs
8. Provide feedback of operational, quality and safety processes relating to EV services to Excellence Manager. Identifying issues with Operations Manager and propose solutions to assist in continuous improvement to achieve operational excellence.
9. Chair the bi weekly region sales and operations call.
10. Participate in the weekly global sales call
11. Abide by and adhere to the Company's Code of Business Conduct

Region Manager – MENA – Key responsibilities

1. Focus and lead the region on delivering the highest standards of QHSE and service delivery.
2. Lead the accelerated future business growth in MENA, delivering strong EBITDA success by careful management of costs and utilization of assets.
3. Ensure customer invoicing and receivables are monitored weekly and reviewed monthly on finance call.
4. Strategize and advise upon the placement of sales and field operational teams to maximise key market / customer opportunities
5. Identify and manage the timely completion of the critical factor for success and the business development strategy for each country / area

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6. Promote internally and externally the Visual Analytics strategic initiative and provide ideas or suggestions to add to or improve these services.
 7. Nurture Technology Partnerships at senior level and communicate progress to senior management team
 8. Manage the execution of region's agency agreements and/or replacement of such.
 9. Monitor and improve pricing levels for all EV services and products in the region
 10. Create investment/business plans as required with senior management team
 11. Prepare the annual budget and corresponding narrative with the senior management team
 12. Prepare and maintain a succession plan on an annual basis after the appraisal process
 13. Maintain & improve team morale through clear and supportive leadership communication
 14. Ensure monthly reporting and financial submissions are completed in a timely fashion

Personal Qualities:

1. Safety & Quality - Abiding by and role modelling adherence to Company Quality, Health, Safety and Environmental policies, procedures and code of business conduct.
2. Commercial Awareness – Experienced manager with commercial acumen and sales experience.
3. Communicator – Excellent communication & presentation skills both verbal and written for client and employee engagements.

Qualifications/Skills:

1. Degree qualified
2. Highly experienced manager from an Oilfield Services industry preferably in a wireline logging company.
3. Ability to liaise and co-ordinate the resources between several teams and nationalities to produce high quality services within tight timeframes.



Revision Number	Revision Description	Revision Date	Control	Initial
A01	1st issue	9/07/2019	Created	ST
			Approved	
A02			Created	
			Approved	
A03			Created	
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