

Energy without limits .



Join a successful growing  
worldwide business.

Our commitment to building a stronger, safer, reliable and more sustainable energy future goes hand in hand with our commitment to the people who will make it possible.



## Job Title Business Development Manager

Location	Marabella, Trinidad
Contract	Full time, permanent
Core Purpose	As a Business Development Manager in our offshore cargo logistics division, you will play a key role in supporting the growth and expansion of OEG through strategic analysis, market research, and relationship building. Working closely with the business development team, you will analyse market trends, identify opportunities for business growth, and assist in developing strategies to drive revenue generation and market penetration.
Key responsibilities and accountabilities:	<ul style="list-style-type: none"><li>• Market Analysis: Conduct comprehensive market research and analysis to identify industry trends, competitor activities, and market opportunities.</li><li>• Opportunity Identification: Identify potential business opportunities, market segments, and target customers based on market research findings and analysis.</li><li>• Strategic Planning: Assist in developing and implementing strategic business development plans to achieve growth objectives and expand market presence.</li><li>• Lead Generation: Support lead generation efforts by identifying and qualifying potential leads, prospects, and partnership opportunities.</li><li>• Proposal Development: Assist in preparing proposals, presentations, and pitches for prospective clients, partners, and investors.</li><li>• Financial Analysis: Analyse financial data, revenue projections, and investment opportunities to evaluate the feasibility and profitability of business initiatives.</li><li>• Relationship Building: Build and maintain relationships with clients, partners, industry stakeholders, and internal teams to facilitate collaboration and drive business growth.</li><li>• Performance Monitoring: Monitor and track business development activities, performance metrics, and KPIs to evaluate the effectiveness of strategies and initiatives.</li><li>• Reporting: Prepare regular reports, presentations, and dashboards to communicate business development insights, progress, and outcomes to management and stakeholders.</li><li>• Continuous Learning: Stay informed about industry trends, emerging technologies, and best practices in business development and related fields.</li></ul>

QHSE Responsibilities	<p>To have a general understanding of the areas of our QHSE Management System and OEG's QHSE aims and objectives that are relevant to the role.</p> <p>Comply with the requirements of OEG Energy Group Policies and the responsibilities within the wider QHSE Management System.</p> <p>Promoting:</p> <ul style="list-style-type: none"> <li>• a proactive health and safety culture focussed on the prevention of work-related injury or ill health and continual improvement in our processes / performance.</li> <li>• environmental sustainability and energy efficiency whilst minimising our environmental impacts and preventing pollution.</li> <li>• a quality culture that brings values to our business, our customers and other interested parties ensuring quality issues and opportunities for improvement are identified and implemented.</li> </ul>
Skills and Experience:	<ul style="list-style-type: none"> <li>• Strong analytical and problem-solving skills, with the ability to interpret complex data and make actionable recommendations.</li> <li>• Excellent communication and interpersonal skills, with the ability to build relationships and collaborate effectively with internal and external stakeholders.</li> <li>• Proficiency in Microsoft Office Suite (Excel, PowerPoint, Word) and data analysis tools.</li> <li>• Knowledge of CRM systems and business intelligence tools.</li> <li>• Ability to work independently and as part of a team in a fast-paced, dynamic environment.</li> <li>• Strong attention to detail, with the ability to prioritize tasks and manage time effectively.</li> <li>• Strategic mindset and ability to think creatively and strategically about business opportunities and challenges.</li> <li>• Proven experience in business analysis, market research, or business development roles.</li> </ul>
Qualifications:	<ul style="list-style-type: none"> <li>• Minimum Diploma in Business Administration, Economics, Finance, or related field of study.</li> </ul>



## Why should you work with us?

At OEG, we place a high priority on the well-being and success of our employees. That's why we provide comprehensive benefits packages, which include competitive salaries and health insurance coverage. Additionally, we offer employer workplace pension contributions and ongoing training and development opportunities to support your professional growth.

## Join a successful growing worldwide business.

This role is perfect for a passionate individual looking for a challenging yet rewarding career path in the offshore energy sector. If you are eager to contribute to our mission and possess the skills we're looking for, we would love to hear from you.

## How to apply

To apply for this open vacancy, please submit your application via [LinkedIn](#).

---