



External/Internal Job Posting #01-2021

Job Title: Commercial Director

Job Posting: 10 March 2021

Expiration Date: 10 April 2021

POSITION PURPOSE

Responsible for overseeing and directing all commercial activities related to EG LNG's Liquefied Natural Gas business in an efficient, professional and experienced manner, and in line with the Company's overall strategy. The Commercial Director is also expected to cultivate, motivate and develop a competent team of professionals in the Commercial Department. The Commercial Director will work closely with other Departments and Management to ensure open and timely communication and the overall execution of the Company's corporate initiatives.

JOB FUNCTIONS

- Responsible for the management of all Major Contracts and relationship with counter parties including with respect to LNG Sale and Purchase Agreements, Gas Supply Agreements, Shared Services Agreements and other similar agreements
- Responsible for all of the Company's procurement-related activities
- Support the Company's objectives of identifying and securing additional gas supply and LNG sales in order to backfill spare capacity in the existing liquefaction train and also expand the Company's liquefaction capacity with additional Liquefaction Trains
- Ensure policies and procedures related to the Commercial Department are up to date, in place, complied with and are reviewed at proper frequencies in compliance with processes and requirements set by internal guidelines and local government bodies
- Ensure the Commercial Department team members are aware of their roles and responsibilities and have the necessary tools and skills to allow them to efficiently perform
- Development of national staff within the Commercial Team to promote the EG LNG nationalization goals
- Promote and support Health, Safety and Environmental aspects related to the Commercial Department, including with respect to the Company's ROMS, Process Safety Management (PSM) and OSHA-based HES systems.
- Understand and support the Company's "Mission & Vision", strategy, culture and values
- Participate as a member of the Company's Business Integrity and Compliance Committee and ensure the Commercial Departments work strictly complies



- with the Company's Anti-corruption Compliance Policy, and related policies
- Ensure optimized department processes and the use of systems to promote safe, cost efficient and effective work with a view to continuous improvement
 - Responsible for the development of contracting plans with input and final approvals from all Departmental Managers through the Contracts Committee
 - Responsible for commercial controls and audits
 - Responsible for implementing the Company's Sourcing Procedures
 - Responsible for the development, approval, and implementation of the National Content Plan
 - Able to work and deliver in an operational environment with high workload and short deadlines
 - Proactively anticipate issues and apply an independent approach to solving them
 - Demonstrate positive behavior with respect to teamwork, ownership, commitment, professionalism, awareness, innovation, leadership, and empowerment
 - Additional or other duties will be assigned from time to time by the Managing Director as required to meet business needs including personal training and development assignment opportunities.

EDUCATION AND EXPERIENCE

Essential:

- Extensive commercial experience working in a senior level commercial role (or equivalent) in the Energy Industry, with a strong preference for LNG experience
- University degree in Business Management or equivalent.

QUALITIES/ATTRIBUTES

- Communication and collaboration
- Leadership and personnel management
- Highly competent Computer skills
- Accuracy and time management

PHYSICAL REQUIREMENTS/WORK CONDITIONS

- Work consists of unconstrained, seated office work.
- Work is performed in an air conditioned office environment.

EQUIPMENT OPERATED

- Standard office equipment (computer, printer, copier, etc.)



Important note: In order to be considered for this job posting the candidates should comply with the following requirements:

- Must be an Equatorial Guinean.
- Must have a job demand card from the Ministry of Labor (Demanda de Empleo) if currently not working.
- Must fill out the EG LNG Job Application Form.
- Must attach an updated Curriculum Vitae and any other supporting documents.
- Copy of his/her valid EG ID card or passport.

Note: No application will be accepted after the deadline.

The Human Resources contact for this posting are:

EGLNGHumanResources@eglng.com (If you choose to send your request by mail, please send all your documents in a single PDF document)

or call 222-549-128

The deadline for this posting is **10 April 2021**. No application will be accepted after this date.