



# TechnipFMC

## Position Title: Business Development Manager

### About Us:

We are a leading technology provider to the traditional and new energies industry; delivering fully integrated projects, products, and services. With our proprietary technologies and comprehensive solutions, we are transforming our clients' project economics, helping them unlock new possibilities to develop energy resources while reducing carbon intensity and supporting their energy transition ambitions.

### Description:

#### **Business Development and Sales Manager**

The Business Development and Sales Manager ensures implementation of Business Development & Sales strategies and targets, develops long term relationships with clients. May be accountable for the management of a small sales team

### Responsibilities:

- Establish and maintain relationships with customers and local authorities.
- Cultivate commercial opportunities (client & sub-suppliers) and face cultural sales habits in line with TechnipFMC code of business conduct.
- Understand and promote TechnipFMC Local Content plan in country.
- Conduct business ethically in compliance with corporate governance.
- Analyze market share, maximize product portfolio within the country, ensure business growth overall through business development.
- Develop and maintain close relationships with clients, local authorities, partners, Guyana University/Schools and suppliers.
- Identify zones of potential growth within the existing portfolio.
- Look for external opportunities of growth to complement current portfolio, explore synergies and targets.

### Requirements:

- Guyanese National
- Bachelor's degree (preferably Technical)
- Minimum 8 years of experience in the related field
- Excellent relationship skills
- Excellent communication skills
- Fluent in English Typically 6+ years of quality experience in a manufacturing and services environment.
- Technical and interpersonal communication skills.
- Ability to professionally handle project issues as they arise, eliminating downtime

#### Instructions to Apply:

Send resume and cover letter to

<https://technipfmc.referrals.selectminds.com/jobs/business-development-manager-4329> with

subject line: Business Development Manager -  
First and Last Names.