



JOB ADVERT

Key Account Manager

ABOUT THE JOB

Vallourec was awarded a contract to supply goods and services to a world major upstream Oil & Gas company in 2021 and requires a manager who is experienced in tubular management service delivery to execute the service aspect of the contract to the highest level.

This position will take ownership and management of all aspects of our service offer. Taking responsibility for the overall service performance this position will liaise with Vallourec top management and client commercial and operations teams on a regular basis.

This position will be dedicated to this project, taking full ownership of commercial and operational topics. The position is based in Kampala, Uganda, with regular visits to the area of operations in Buliisa, where Vallourec's yard is operating in support to the client drilling operations.

This position will report hierarchically to the Managing Director of Vallourec Oil and Gas Uganda, based in Kampala.

FUNDAMENTAL MISSION:

The Key Account Manager for Goods & Services missions are:

1. Ensure all process and procedures are in place to deliver a high level of service performance safely without impacting the environment.
2. Ensure our contractors and key suppliers fulfil their obligations to the same level, non-conforming and closing corrective actions where they fail to do so.
3. Ensure your service team in-country is able to operate to the highest standards, with internal and external support.
4. Liaise with clients drilling and logistics teams on a regular basis to ensure a continuous and lean supply chain of products matching their needs.
5. Ensure project profitability by meeting financial objectives, implementing cost control measures as well as timely and accurate invoicing.
6. Taking responsibility for service P&L as well as supporting TMS Director regarding budgets etc.
7. Liaise with OCTG Regional Sales Manager and TMS Director in Paris to review all project communications, tendering submissions, clarifications, pre-established budgets, operations plans, technical and personnel submissions to fully understand our contractual commitments.
8. Liaise with Ugandan agents and key contractors/suppliers to establish relationships and commence the advertising, sourcing, interviewing and hiring of local content needed to execute the service contract.
9. Responsible of the quality of the service by creating and make sure that TMS procedures are applied and KPI are in line with objectives
10. Manage the local TMS team (2 Base Managers, 2 Yard Supervisors, 2 QHSE managers)
11. Manage the Desk Engineer position
12. Responsible for financial part related to our service offer including P&L and cost controls in line with VGS operational budget
13. Develop relationships with client and contractors to ensure efficient operations.



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For that mission, you will liaise with:

- Our client drilling and logistics departments and Vallourec OCTG Sales departments for collaborative planning aspects.
- Global Operations Supply Chain for logistics, import/export and customs clearance support.
- Vallourec QHSE & TMS department for process, procedure and document controls
- HR dept for guidance and support on employee hiring, training, contracts etc.
- Vallourec Service Line Business Development for innovation aspects
- Ugandan key subcontractors for external support and services

MAIN ROLE ACTIVITIES:

1. Maintain TMS operational and QHSE procedures
 - a. Review online document library and benchmark Vallourec services bases where necessary to create a VOGU QA Manual.
 - b. Adapt and validate the procedure.
 - c. Implement the procedure locally.
 - d. Audit the TMS service bases periodically to ensure compliance.
 - e. Define, measure, and follow up KPI
2. Human Resource Management
 - a. Liaise with local sourcing agent, create and place adverts in local newspapers.
 - b. Interview and hire candidates and create a training plan for each position.
 - c. Deliver training locally using existing VAM material and seek support internally where material does not exist
 - d. Hire external training services where necessary.
 - e. Follow allocated training budget where possible
3. Financial Management
 - a. Define and agree the financial objectives with respect to the submitted. commercial proposals for services.
 - b. Follow allocated equipment and consumable budget where possible.
 - c. Monitor EBITDA results.
 - d. Take corrective action to keep expected objectives.
 - e. Coordinate with OCTG Regional Director during commercial negotiations throughout contract lifecycle.
4. Coordinate with Regional TMS Development & Other Vallourec Affiliates.
 - a. Participate to prepare/support on other TMS offers in the region where workloads allow.
 - b. Coordinate with VFS to support each other during contract lifecycle.
5. Establish Local Contractors & Partnerships
 - a. Identify local suppliers with assistance from local agent where necessary
 - b. Evaluate them if not already done during tendering phase



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- c. Establish partnership with support of Vallourec legal and purchasing teams

6. Customer Focus

- a. Participate and contribute to regular QHSE and collaborative planning meetings with Regional Sales Director.
- b. Strive to meet and exceed customer expectations.

TRAVELING: Mostly just to the field of operations (6hr drive from Kampala) or to Mombasa (by air) during material deliveries but no more than for a week at a time, every 6 months. Will attend and contribute to annual TMS Community Meetings.

ATTRACTIVITY OF THE POSITION:

1. Senior position in a high focus contract and region
2. Opportunity to work closely with senior management in Vallourec
3. Work in a multicultural environment
4. Opportunity to take the execution lead of a major contract in Africa for Vallourec
5. High degree of autonomy

REQUIRED EXPERIENCE:

Necessary :

1. Vallourec OCTG product knowledge
2. VAM Field Service running procedures
3. TMS knowledge and experience
4. More than 5 years in a seniority position
5. Logistics operations (storage, handling, inspection & transportation)
6. High level of QHSE understanding
7. Contractual understanding
8. Troubleshooting regarding operations and giving advice and guidance to clients
9. Sales oriented mindset & problem solver

Wished:

1. International trade (Incoterms)
2. Tender response
3. OCTG stock controls / inventory management systems
4. FIFO, periodic inspection, stocktaking
5. Machine shop / VAM Licensee / Accessory experience
6. QHSE audit qualifications
7. Team management

Interested applicants may submit their cover letter, resume and relevant academic documents via email to benard.ojiambo@vallourec.com not later than 30th June 2024. Qualified female applicants are strongly encouraged to apply