



## *Senior LNG and Natural Gas Consultant: Perth Office*

### **About Poten & Partners**

Poten & Partners is a global brokerage, energy consulting and business intelligence company with operations in New York, London, Singapore, Houston, Athens, Guangzhou and Perth.

Through its team of LNG and natural gas professionals, it is uniquely positioned to offer a full range of services across the oil and gas supply chains, including commercial advice, project development, financial guidance, technical due diligence, supply procurement, market insight, tender support and vessel chartering. As the world's oldest and largest dedicated LNG consulting practice, Poten's global reach and expertise are unmatched in the marketplace.

Over the past decade Poten has completed over 700 natural gas & LNG consulting assignments for clients in 60 countries. Its flagship product "LNG in World Markets" is recognized globally as the principal source of market information, analysis and pricing for the liquefied natural gas industry.

Poten also offers globally integrated ship and commodity brokerage services for crude oil, refined products, naphtha, condensates, LPG and LNG.

Clients include national and independent oil companies, traders, banks, governments and shipowners.

### **Role & Responsibilities**

Poten & Partners' is recruiting for a Senior LNG Consultant position in their Perth office. The Senior LNG Consultant will take an active role in ensuring the success of client engagements, building Poten's reputation throughout the industry, and enhancing the profitability of the consulting practice. The Senior LNG Consultant will actively work toward understanding the global Poten organisation and building relationships with consultants and analysts in other Poten offices. The Senior LNG Consultant is part of the world-wide LNG Consulting Team and reports to the APAC LNG Consulting Manager.

The Senior LNG Consultant is responsible for leading most assignments, and shall:

- Handle assignments; produce time and schedule estimates for projects consistently within 10%
- Be seen as an expert within Poten and sought out for advice by other consultants
- Be able to produce reports with a compelling story line that meet client's needs and are strongly supported with data and analysis
- Manage clients and projects in ways that lead to favourable client feedback
- Produce work products aligned with other team members' contribution, and models/data that are accessible, readily understood and used
- Effectively lead most group work sessions to frame problems and develop effective solutions, particularly at beginning of projects
- Identify new areas for extension of Poten's consulting business and take lead in establishing our capabilities and presence there
- Ensure projects are consistently delivered on time

- Achieve a detailed knowledge and understanding of the LNG business and develop a deeper knowledge of specific parts of the value chain, acting as an in-house expert in their respective specialty
- Develop and maintain a broad network of industry contacts through participation in industry gatherings, events, conferences or other means.

### **Standard Responsibilities of all Poten Staff**

All Poten staff are required to perform their duties in the following manner:

- Conduct oneself in an ethical manner in line with the requirements set out in the BGC Partners Employee Handbook and other Company Policy documents
- Compliance with local and international legislation
- Be respectful of the multicultural nature of the company both internally and externally
- Promote the best interests of the company and its clients at all times
- Respect the confidential nature of the company's business and that of its clients at all times
- Ensure that Poten research, intellectual capital, and organization learning are accessible and used across the entire LNG consulting organization
- Actively promote organizational and administrative effectiveness and efficiency within the LNG Consulting department
- Contribute to the growth and increased profitability of the LNG Consulting department and the company
- Promote an HSE culture and comply strictly with Client HSE requirements when visiting their offices or plant/facilities.

### **Experience and Qualifications**

- Minimum 15-years' experience in the LNG and Natural Gas Consulting Sector with at least 5 years in senior capacity with a proven track record
- Strong expertise in the LNG market and the industry with special emphasis on Asian LNG markets
- Substantial experience in overseeing and guiding multiple teams of consultants in project delivery and day to day activities
- Excellent ability to lead assignments and manage other team members in order to meet clients' needs
- Ability to produce reports, by writing clearly and concisely, expressing complex material simply, using the English language elegantly
- Strong presentation skills and outstanding ability to confidently present information in front of both small and large audiences
- Willingness to expand capabilities to provide cover for Managers were necessary.
- Solid experience in providing mentoring and guidance to Consultants, Senior Analysts and Analysts
- Advanced Degree in Engineering, Mathematics, Strategy, Economics, Strategy or similar
- Complete fluency in English
- Proficiency in Microsoft Office.

## **Working Requirements**

The Senior LNG Consultant will be required to have:

- Necessary documentation (working visa or equivalent) to legally work in Australia
- Capability to work in a multi-cultural/multi-disciplinary environment
- Ability to work with a variety of outside agencies, respecting client confidentiality at all times.

## **Competence Measurement**

Poten & Partners operates a staff performance evaluation/appraisal system and implements training activities as required. Annual performance evaluation (or more frequent if necessary) will be a significant factor in the advancement of the Senior LNG Consultant, with measurement of progress made against the expectations of the position. Annual objectives will target weaknesses and capitalise on strengths in preparation for, and anticipation of, career development.

In addition to salary and benefits, performance is recognised through a discretionary annual bonus system based on the ability to capture new work and overall contribution to Client work. Personnel are expected to operate on a continuous improvement basis, learning from and adapting to Client feedback and always ensuring that the Clients' requirements and expectations are met or exceeded.

**Send your CV and cover letter to Will Pulsford ([wpulsford@poten.com](mailto:wpulsford@poten.com)). Please explain clearly in your application how you fulfill the requirements outlined.**