



SAIPEM TRIUNE ENGINEERING PVT. LTD.

Sr. Manager/ Manager (Business Development)

- Assistance to HOD in all Commercial and BD issues.
- Organize visits to existing and prospective customers.
- Organize PQ with new customers.
- Development of enquiries.
- Review of commercial conditions in tenders and preparation of commercial inputs in bid proposal to prepare cost estimation and control man-hours.
- Provide techno-commercial clarification sought by customer.
- Attend post-bid meetings/bidder conference.
- Follow up with customers for proposals submitted.
Monitoring business target.
- Assist in contract review and contract signing.
- Analyze proposals submitted vis -a -vis job lost scenario and suggest corrective action.
- Monitoring customer feedback and forward to management.

Qualification: B.E/ B.Tech (Any Discipline)

Experience: The candidate should have 8 – 20 years of experience in the same field.
Good contact in the domain of Oil and Gas (Onshore/Offshore), Refineries and Petrochemicals.
Close liaison and very good understanding of Business in Oil and Gas and Petrochemicals.

Location: Delhi & Mumbai

For Mumbai: 8 – 12 years of experience. Candidate will be based in our Mumbai Office reporting to Vice President based in Delhi. He/ she will be required to travel extensively in the western region.

Senior Engineer/ Engineer (Business Development)

Qualification: B.E/ B.Tech (Any Discipline)

Experience: The candidate should have 3 – 6 years of experience in the same field.
Good contact in the domain of Oil and Gas (Onshore/Offshore), Refineries and Petrochemicals.
Close liaison and very good understanding of Business in Oil and Gas and Petrochemicals.

Location: Delhi & Mumbai