

Position Description

Position Title: Product Implementation Manager - Oil and Gas Division

Reports to: VP, Program Management - Oil and Gas Division

Effective Date:

Position Summary:

The Product Implementation Manager (PIM), is responsible for managing the implementation of new technologies (both hardware and software) into new and existing O&G accounts. The PIM will also be responsible for working with the company's sales team in identifying, scoping and developing new offerings in adjacent areas within our O&G business.

Roles and Responsibilities:

- Proactively identify additional products and services required by customer and develop these into products in the Authentix portfolio.
- Manage the implementation of new products into Oil and Gas programs and manage progress, timelines, status, schedules, risks, issues, and resolutions to stakeholders.
- Meet regularly with Product Management team and other stakeholders (such as hardware and software engineering, PMO, POM and Sales). This will include customer visits as well as Head Office.
- Manage the day-to-day operational and tactical aspects of multiple and/or large scale projects across multiple groups or divisions.
- Deliver projects within scope, budget, and schedule constraints.
- Provide effective leadership and management.
- Ensure compliance with corporate principles, values and policies.
- Ensure that contractual obligations are met to include agreed upon quantities of instrumentation/equipment, consumables and marker concentrate are available to the client and our in-country subcontractors.
- Organize, manage and control the Authentix Standard Operating Procedures (SOP's) required for implementation and ongoing operations.
- Manage and provide training to applicable personnel to include subcontractors, partners, regional agents and clients.
- Develop metrics and key performance indicators.
- Determine staffing requirement needs and direct team personnel.
- Proactively monitor the performance of the deployed solution, report to stakeholders and take corrective action if necessary.
- Responsible for effective scope definition and change management.
- Comply with health and safety policies and quality system.

Position Description

Knowledge, Skills and Abilities [education, certification, experience, general skills]

To perform this job successfully, an individual must be able to perform each essential function satisfactorily. The requirements listed below are representative of the knowledge, skills and/or abilities required to satisfactorily perform the essential functions of this job.

- Effective leadership and management
- Excellent communication skills with customer and with management.
- Experience with managing and directing Oil and Gas programs.
- Experience working with senior government officials.
- Working knowledge of fuel depot and site issues.
- Able to present cost estimates to Management and clients.
- Must understand profitability on projects.
- Capable of understanding contractual terms (warranty, guaranty, indemnity, etc.).
- Capable of directing work to make an impact on profitability.
- Must have demonstrated leadership capability on projects.
- Excellent problem solving and decision making skills.
- Organization, drafting, implementation and enforcement of SOP's
- Demonstrated Project management knowledge and experience.
- Ability to manage Customer and partner relationships.
- Effective organizational skills and ability to prioritize workload effectively.
- Sound scientific background
- Knowledge of procedures, standards and application of validation and documentation.
- Knowledge and applications of safety procedures (e.g. COSHH).
- Proficiency in the use of all Microsoft programs with a specific requirement of intermediate to advanced skills in the use of Excel, PowerPoint, and Word
- Bachelor's degree in business, engineering or technical field from four-year college or university is desired. Ideally ten (5) years' experience in the Oil and Gas industry, 3 years as Project Manager.

Special Requirements [Travel %, language, etc.]

- The role will require travel, both domestic and international, in scoping and implementing new offerings.
Experience working directly in fuels distribution including marketing, sales or logistics
- Experience with other downstream Oil & Gas activities including terminal administration, fuel logistics and production and manufacture.
- Project Management Professional (PMP) certification and/or Professional Engineering license preferred.