

Senior Commercial Advisor

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Company: TotalEnergies

Location: Denmark

Category: business-and-financial-operations

Profil du candidat

Application deadline: 4 May Contract type: Local, permanent Working hours: Full-time

Location: Denmark, Esbjerg (hybrid) Do you thrive in a commercial value chain where

your daily work life is placed closed to decisionmakers? Are you able to navigate a

technically complex and highly skilled organization applying excellent stakeholder

management and keeping your eye on the ball? If so, we invite you to consider the

Senior Commercial Advisor position within our Commercial team at Development,

Business, and Joint Ventures. **Who we are looking for** As a Senior Commercial Advisor,

you will step into an independent and highly visible role, operating within a dynamic and

free-thinking work environment founded on sound and thorough analysis and a commitment

to excellence. Your ability to commercially navigate on the move and display intelligent

responsiveness to customer needs are crucial to succeed in the role. You will in turn get

the opportunity to collaborate across all organizational levels, applying your international and

multicultural capabilities across several offshore energy disciplines and experience the special

and very supportive work atmosphere unique to TotalEnergies. Excellent interpersonal and

communication skills are vital for understanding and integrating a holistic business perspective

into an, at times, very technical and complex organisation. We therefore highly value team

players who can foster relationships and contribute constructively to achieving our business

objectives. Your background, • **MA Degree:** You hold a degree in engineering, finance,

law, or a similar related field. • **Industry Experience:** Preferably 10 years or more in the oil

and gas industry (or related energy/offshore sectors), including at least 3 years of specific

commercial exposure. • **Contract Management** You have hands-on experience with day-to-day advanced contract management and commercial operations. • **Strategic Support:** Familiarity with strategic management support, business development, or risk management is highly desirable. • **Project Management:** Exposure to large infrastructure projects or similar endeavors is advantageous to understanding a complex delivery in the value chain. • **Structuring and Planning** Your ability to organize, plan, and achieve results will be highly valuable dealing with multi-layered stakeholder management and workflows.

Activités

As a Senior Commercial Advisor, you will as part of the Commercial Team be responsible for the daily contract management ensuring that TotalEnergies DK (TEPDK) and the Danish Underground Consortium (DUC) achieve the best possible outcomes in their commercial agreements, while building strong relationships with internal and external stakeholders. You will also be an active ambassador for the commercial culture and mindset across the organization, fostering and facilitating cross-functional collaboration and strategic alignment, respecting the many different backgrounds and objectives of your colleagues. You will have the opportunity to work closely with top management and over time engage with the DUC partners on various commercial topics, such as contracts, negotiations, disputes, third party contracts and project execution. You will use your commercial expertise, ability to navigate complex decision making and problem-solving skills to influence and persuade others, while always keeping TEPDK's strategic objectives and values in mind. This is a great opportunity to join a highly relied upon, diverse and dedicated team that is committed to optimizing and contributing to the future of TotalEnergies DK through performance excellence and innovation. Day-to-day responsibilities include:

- Drive the commercial deliverables under existing contracts gathering and reporting financial, operational, and regulatory information as needed and fit for purpose.
- Handle commercial information flows, facilitate contractual meetings and assess appropriate communication channels for DUC commercial contracts.
- Manage the operational requirements from external commercial stakeholders in close collaboration with the TEPDK operational teams.
- Lead third party tie-in negotiations and identify when to engage management.
- Responsible for specific DUC / TEPDK projects or initiatives as required acting as commercial focal point, ensuring awareness of commercial impact of operational and technical decisions.

Contexte et environnement

Value Commitment & Business Ethics One of our values is respect for each other. Creating

an inclusive environment in which everyone can express and develop their potential, from the moment they are hired and throughout their career, means ensuring that all our employees have the same opportunity to succeed, regardless of origin, gender, age, disability, sexual orientation, gender identity or affiliation with a political, religious, union, organization, or minority group. This is our vision of diversity, which is an asset for our Group as well as for the individuals who embody it. Preserving and promoting this asset is something TotalEnergies considers part of being a responsible employer. Company benefits:

- Health benefits (health insurance, on site massage, on site gym)
- Hybrid working program (allowing for family life flexibility)
- Career development training (dedicated Talent Development)
- Employee growth plan
- Performance driven bonus
- Up to three working days per year volunteering during office hours
- Employee discounts and sponsor tickets
- Company organized sponsorships and outdoor, communal activities throughout the year supporting a fun and positive work atmosphere.

Would you like to help fuel better energy? Send your application as soon as possible, as we will be conducting interviews on a continuous basis. For any questions around the recruitment process, you are more than welcome to reach out to HR Recruitment on ep.dk-recruitment@totalenergies.com. Should you have any questions around the position at hand, please contact Commercial Manager, Jeanett Cameron Sutcliffe on jeanett.cameron-sutcliffe@totalenergies.com. **We look forward to receiving your application!**

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