

## **Regional New Ventures Team Leader - AsiaPac (Sydney based)**

### **Company**

Sasol Petroleum International (SPI) is the E&P division of Sasol, one of the top 50 global energy companies. SPI operates assets in Mozambique and Papua New Guinea and has Exploration/Production interests in South Africa, West Africa and Australia.

SPI's main strategic focus is exploration and monetisation of gas, leveraging Sasol's downstream technology differentiators in Gas-to-Liquids and Chemicals. Its current equity production is 40,000 boepd and it is in the middle of an expansion project to increase production to 55,000 boepd by 2011. The company strategy is to achieve 150,000 boepd equity production by 2025, mainly via exploration led organic growth.

### **Department**

The New Ventures department will have four full-time regional team leaders supported by technical staff from SPI's Technical Services Function which will consist of 4 full-time geoscientists plus up to six part-time technical specialists and additional part-time support from several functional departments (such as Commercial, Legal, Economics and Finance) within SPI.

The department is headed by the Manager – New Ventures, who reports to the General Manager – Global Exploration. The role of the New Ventures department is to be the focus of SPI's growth ambitions and is responsible for:

- Developing and driving an integrated new ventures strategy linked to Sasol's business drivers, competitive differentiators and value chain, to meet growth ambitions.
- Identifying and evaluating new venture opportunities and maturing the same to the point of contract execution in-line with corporate governance procedures and requirements
- Lead the development/deployment of key processes to support new ventures activities (farm-ins, bid rounds and asset acquisitions/disposals) that enable sound business decisions via rigorous and quality evaluations
- To provide support to corporate acquisition evaluations

### **Position Summary**

The Regional New Ventures Team Leader will lead the new ventures strategy development for the region based on a very good understanding of basins/plays, opportunities and commercial knowledge. He/she will also be in charge of identifying and leading/coordinating the integrated evaluation of regional opportunities up to the point of contract execution. This will involve input from new venture geoscientists, specialist geoscience, petroleum engineering and facilities engineering skills from within Technical Services and/or external consultancies as required; as well as functional input from Commercial, Legal, Economics and Finance.

### **Job Requirements**

#### **Qualifications and Capabilities**

- Bachelor degree in a geological or earth science subject is required.
- MSc or PhD in Petroleum Geology or Petroleum Geophysics is desirable.
- Technical experience and understanding of the upstream exploration business, particularly in the evaluation of new ventures/business development opportunities
- Fluency in written and spoken use of the English language is required. Knowledge of other languages would be an advantage.
- Current and up to date software capability using office and collaborative applications is required.

- Excellent written and spoken communication skills are required.
- Ability to work alone under own initiative, and/or to project lead in close collaboration with other staff including geoscientists, and reservoir engineers, commercial, economists etc as part of a team is required.
- Ability to perform analysis, interpretation and problem solving at all levels of complexity with varying volumes of data is required.
- Ability to work in a geographically dispersed virtual team is required. This will include the recognition of the need for regular inter-continental travel.
- Understanding of and willingness to work in a matrix organisation is required
- Understanding of the importance of Sasol Values and other Sasol Group working policies is required

### Specific Expertise and Experience

- Extensive knowledge and experience in the region with in-depth understanding of the basins and plays and associated critical success factors.
- Excellent inter-personal and relationship skills with extensive developed networks with International Oil Companies, National Oil Companies, government agencies etc in the region.
- Experience in New Ventures identification and delivery would be a distinct advantage
- Skills in strategy development and commercial would be an advantage.
- Current capability with geoscience interpretation and modelling software is required. Kingdom and Petrel expertise is desirable.
- Experience of the geological interpretation of well log and seismic data from a variety of depositional and tectonic systems from a number of different international regions desirable.
- Experience of leading data room evaluations would be an distinct advantage
- Experience in partnership/JV operations would be an advantage

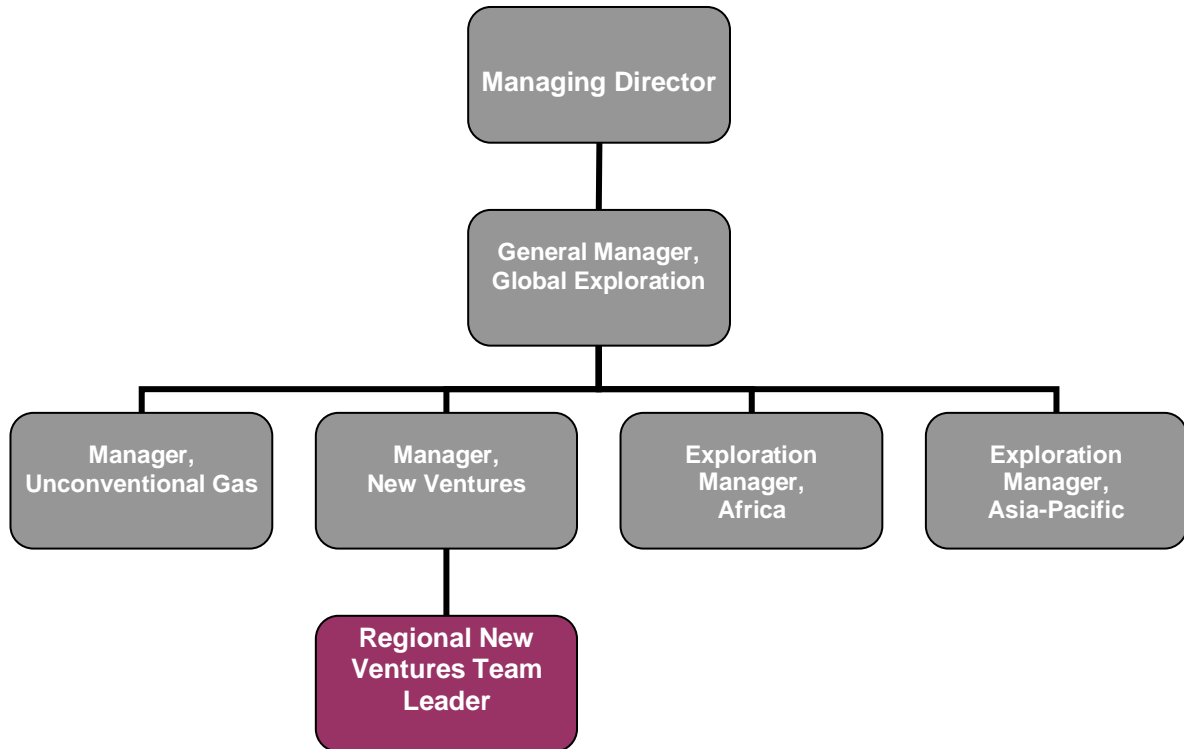
### Required Outputs: General (Overall objectives/Key Areas of Performance)

- Provide the highest standards of collaborative support to the Exploration Manager -New Ventures
- Represent SPI interests in external dealing with partners, contractors, consultants and industry forums
- Support SPI interests on joint projects – influence potential partners

### Person Attributes: Competencies (Skills, Knowledge and Characteristics – Critical / Desirable)

Competency	Must	Wish	Weight 1-10
Expert technical and analytical (geoscience) skills	X		10
High technical and personal work standards	X		10
Innovation and creativity	X		10
Communication and influencing skills	X		10
Project Management Skills	X		10
Technical report writing and presentation skills	X		8
Willingness to travel	X		8
Team working (virtual), collaboration and interpersonal skills	X		8
Ability to work on own initiative	X		8
Setting goals and achieving them	X		8
Meeting deadlines and targets	X		8
Ability to work at all levels of complexity		X	7
Motivating others to achieve targets		X	7
Flexibility to adapt to changes		X	7
Management, Leadership & Development of others		X	7
Managing diverse groups		X	6

## Organisational Structure/Position



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For further information and a confidential discussion please contact Liz Gardner at Simpson Crowden LLP on +44(0)207 016 9768 or +44 (0)7801 711372.

To apply please visit our website: [www.simpsoncrowden.com/sasol](http://www.simpsoncrowden.com/sasol) and follow the links, or email your CV and covering letter to [sasol@simpsoncrowden.com](mailto:sasol@simpsoncrowden.com) quoting reference **R191**.

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