



## PACIFIC PETROLEUM GROUP

Energy, Powering Growth



### LPG MANAGER

Pacific Petroleum Limited, South Sudan, is looking for an LPG Manager, who will be responsible for developing and implementing LPG strategies and marketing plans to deliver sales growth and market share objectives.

#### **Duties and Responsibilities**

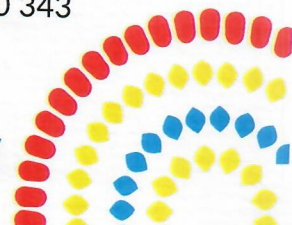
1. Ensure that LPG delivers value-adding benefits that would meet and exceed customers' diverse, specific business needs
2. Lead the development of a high-value customer base.
3. Employ marketing tools and sales processes to innovate and find new opportunities to maximize LPG volume and profitability.
4. Build strong, effective customer bonds through positive interaction and diplomatic negotiation.
5. Take responsibility for timely collection of Trade Accounts Receivable.
6. Regularly gather competitive market intelligence to determine evolving trends that impact the business and make appropriate decisions timely.
7. Ensure that up-to-date procedures guiding the operation of LPG are in place and followed.
8. Ensure adequate controls are in place to protect the company and the customers from financial/reputation loss.
9. Provide leadership in creating a safe, healthy and environmentally-friendly atmosphere through raising safety awareness.

#### **Job Requirements**

1. Good knowledge of the key steps/process on LPG management, distribution channels implementation/management.
2. Key Competencies and Skills Key account management experience
3. Strong computer skills (Word, Excel, Outlook)
4. Strong interpersonal and communication skill

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5. Ability to work effectively within a diverse team and independently  
Relationship building Team Leadership
6. Negotiations Coaching and Mentoring Position Dimension

### **Profile of the candidate**

1. University Degree in Sales and Marketing or equivalent with a minimum of 7 years' experience in LPG with at least 3 years in a similar role. (Engineering background could be suitable with proven Sales experience).
2. Excellent influencing and negotiation skills with an ability to interact effectively in a multi-client environment Customer Orientated and results-driven attitude
3. Solid Marketing knowledge Innovative thinker, positive, proactive, and readily embraces changes
4. Strong communication skills (both spoken and written)
5. Strong analytical skills and Information Technology mindset.

All qualified candidates are encouraged to apply; please send your Detailed, most current CV ONLY to [hr@pacificpetroleumltd.com](mailto:hr@pacificpetroleumltd.com). Applications should be received by **15 December 2023**

