

# Leadership Opportunities! Apply now!



Drive Strategic Growth. Influence Organizational Success and Shape the Future of Oil & Gas industry

Our client, Gas & Oil Pakistan Limited (GO) is seeking outstanding professionals for its senior management team to spearhead the development and growth of the organization.

## General Manager - Engineering

### Position Description:

Lead the engineering team in designing, maintaining, and upgrading storage terminals, pipelines, fuel retail stations and other facilities. Ensure timely completion of all engineering projects within allocated budgets and safety standards. Develop strategies for asset integrity management, preventive maintenance, and equipment upgrades. Review and approve technical designs, specifications, and construction projects. Collaborate with procurement for technical evaluation of equipment and service providers. Oversee compliance with engineering and construction codes, standards, and HSE requirements. Manage engineering staff and provide training and development programs to enhance technical capabilities.

### Key Requirements:

- Bachelor's degree in Mechanical, Civil, or Electrical Engineering (Master's preferred).
- 15+ years of experience in oil and gas, with expertise in depot infrastructure and facilities management.
- Strong Leadership, Project Management, and Technical Problem-Solving Skills.

## General Manager - Supply

### Position Description:

Develop and implement supply chain strategies to ensure uninterrupted fuel supply to depots and retail stations. Oversee procurement, inventory management, and demand forecasting. Manage relationships with international and local suppliers, refineries, and port authorities. Optimize fuel imports and storage strategies to balance cost efficiency and stock availability. Coordinate with logistics for seamless transport of products to depots and retail stations. Monitor market trends, pricing, and regulatory changes affecting supply operations. Ensure compliance with industry standards and government regulations for product sourcing and handling.

### Key Requirements:

- Bachelor's degree in Supply Chain Management, Business Administration, or Engineering (Master's preferred).
- 15+ years of experience in supply chain operations within the oil and gas sector.
- Proficiency in ERP systems and supply chain optimization techniques.

## General Manager - Logistics

### Position Description:

Oversee the transportation of fuel products across the network, ensuring timely and safe deliveries. Manage the fleet of oil tankers, including maintenance, route optimization, and cost control. Develop strategies to reduce transportation costs while improving service reliability. Implement safety protocols for fleet operations in collaboration with the HSE department. Ensure compliance with local and international regulations governing fuel transportation. Monitor key logistics KPIs such as on-time delivery, fleet utilization, and fuel losses during transit. Collaborate with the supply and depot teams to align logistics with operational goals.

### Key Requirements:

- Bachelor's degree in Logistics, Supply Chain Management, or Business Administration.
- 15+ years of experience in logistics management, preferably in the oil and gas industry.
- Strong leadership, communication, and fleet management skills.

## General Manager - Health, Safety and Compliance

### Position Description:

Lead the implementation of safety management systems across depots, logistics, and retail operations. Develop HSE policies, procedures, and training programs to ensure compliance and safety culture development. Conduct regular safety audits, risk assessments, and emergency preparedness drills. Investigate incidents and implement corrective and preventive actions. Monitor and enforce adherence to legal and regulatory requirements related to HSE. Develop KPIs for safety performance and report to senior management on compliance metrics. Coordinate with engineering, logistics, and depot teams for hazard identification and risk mitigation.

### Key Requirements:

- Bachelor's degree in Engineering, Environmental Science, or Occupational Health and Safety.
- 15+ years of experience in HSE roles, with leadership experience in oil and gas operations.
- Strong knowledge of HSE regulations, incident investigation, and risk management.

## General Manager - Operations (Depots)

### Position Description:

Manage day-to-day operations of all depots, ensuring efficient product storage, handling, and distribution. Monitor inventory levels and coordinate with the supply department for replenishments. Ensure compliance with operational safety, quality, and regulatory standards. Oversee maintenance of depot facilities, including tanks, pipelines, and loading infrastructure. Develop and implement SOPs for depot operations to improve efficiency and minimize losses. Conduct regular inspections and audits to ensure operational readiness and safety compliance. Train and mentor depot managers to enhance operational performance and safety awareness.

### Key Requirements:

- Bachelor's degree in Engineering, Business Administration, or Logistics (Master's preferred).
- 15+ years of experience in depot management or terminal operations in the oil and gas industry.
- Excellent organizational, problem-solving, and leadership skills.

## General Manager - Retail Sales

### Position Description:

Responsible for Retail outlets development after determining feasibility. Achievement of sales targets of fuel (HSD, PMG, RON95), Lubricants and other products. Developing a key accounts channel and ensure their growth. Addition of new high potential COCO, MF and TDF Sites. Ensure effective sales of GO cards. Operation of COCO sites as per the Company standards and required profitability. Develop and improve relationship with Company Dealers. Keep brand image and HSSE standard on sites to the highest standards. Represent Company on industry forum i.e. OGRA; Ministry of Oil & Gas as and when required.

### Key Requirements:

- Master's degree in Business Administration, or Management Sciences.
- 15+ years of experience in sales & marketing roles, with leadership experience in oil and gas operations.
- Strong knowledge of retail operations, sales strategies, and customer service best practices.

Interested candidates meeting the requirements of the role can apply at:

<https://www.affco.com.pk/Recruitment>

- Deadline for submission of applications is **December 25, 2024**
- The positions are based in **Lahore** and offers a market competitive salary and benefits package
- Only shortlisted candidates will be called for interviews

