



POTEN & PARTNERS

HOUSTON / NEW YORK / LONDON / ATHENS / SINGAPORE / GUANGZHOU / PERTH

## *Senior Consultant, Hydrogen, Ammonia & Methanol Advisory, Houston*

**Job Title:** Senior Consultant, Hydrogen, Ammonia & Methanol Advisory, Houston

**Scope:** The Senior Consultant, Hydrogen, Ammonia & Methanol Advisory will take an active role in ensuring the success of client engagements, building Poten's reputation throughout the industry, and enhancing the profitability of the consulting practice. The Senior Consultant, Hydrogen, Ammonia & Methanol Advisory will actively work toward understanding the global Poten organisation and building relationships with consultants and analysts in other Poten offices.

**Location:** Houston

### **Function/Reporting**

The Senior Consultant, Hydrogen, Ammonia & Methanol Advisory is part of the global Consulting Team and reports to the Manager, Hydrogen, Ammonia & Methanol Advisory.

The Senior Consultant, Hydrogen, Ammonia & Methanol Advisory is expected to work in a team with other members of the global consulting team and the Merlin technical team to ensure that assignments are executed to the highest quality standards and in an efficient and profitable manner.

### **Subordinates**

The Senior Consultant, Hydrogen, Ammonia & Methanol Advisory, Houston is expected to work with, and mentor, Consultants, Senior Analysts and Analysts. Where more than one Senior Consultant with similar skills is employed within the organisation, each shall liaise with the other(s) to ensure that the quality of information provided is consistent, of the highest quality and as complete as possible.

### **Overall Responsibility & Specific Duties**

The Senior Consultant, Hydrogen, Ammonia & Methanol is responsible for leading most assignments in the Americas, and shall:

- Lead hydrogen, ammonia & methanol advisory engagements for Poten, including strategy, screening/scoping, pre-feasibility, feasibility, owner and independent engineering and due diligence

- Develop Poten's hydrogen, ammonia and methanol models and tools to industry-leading standard
- Develop and maintain Poten's data and analytics relating to hydrogen, ammonia and methanol
- Consolidate position as a recognized world expert in hydrogen, ammonia and methanol
- In coordination with the Global Head, Hydrogen, Ammonia & Methanol Advisory, take a leading role in competitive positioning, marketing and BD for Poten's hydrogen, ammonia and methanol business in the Americas
- Handle most deals, not leaving Poten exposed; produce time and schedule estimates for projects consistently within 10%
- Be seen as expert within Poten and sought out for advice by other consultants
- Be able to produce reports with a compelling story line that meet client's needs and are strongly supported with data and analysis
- Need little coaching to manage clients and projects in ways that lead to favorable client feedback
- Need little coaching to focus efforts on outstanding solutions to client's core issues
- Need little coaching to produce work products aligned with other team members' contribution, and models/data that are accessible, readily understood and used
- Effectively lead most group work sessions to frame problems and develop effective solutions, particularly at beginning of projects
- Need little coaching to avoid scope creep or extensive rework
- Identify new areas for extension of Poten's consulting business and take lead in establishing our capabilities and presence there
- Drive opportunities to share icap in effective and low-stress way across organization
- Ensure project reviews and individual critiques are undertaken promptly and that action points are addressed
- Ensure projects are consistently delivered on time and invoices promptly issued, including reimbursable expenses; ensure Q&E summaries are completed promptly and that Extranet is maintained up to date
- Achieve a detailed knowledge and understanding of the hydrogen, ammonia & methanol business and develop a deeper knowledge of specific parts of the value chain, acting as an in-house expert in their respective speciality

- Develop and maintain a broad network of industry contacts through participation in industry gatherings, events, conferences or other means.

### **Standard Responsibilities of all Poten Staff**

- Conduct oneself in an ethical manner in line with the requirements set out in the BGC Partners Employee Handbook and other Company Policy documents
- Compliance with local and international legislation
- Be respectful of the multicultural nature of the company both internally and externally
- Promote the best interests of the company and its clients at all times
- Respect the confidential nature of the company's business and that of its clients at all times
- Ensure that Poten research, intellectual capital, and organization learning are accessible and used across the entire LNG consulting organization
- Actively promote organizational and administrative effectiveness and efficiency within the LNG Consulting department
- Contribute to the growth and increased profitability of the LNG Consulting department and the company
- Promotion of HSE culture, and strict compliance with Client HSE requirements when visiting their offices or plant/facilities.

### **Skills and Competencies**

The Senior Consultant, Hydrogen, Ammonia & Methanol is expected to demonstrate:

- The ability to write clearly and concisely, expressing complex material simply, using the English language elegantly and producing written work free of grammatical, spelling and punctuation errors
- When presenting, rapport with audience, presenting information authoritatively without seeming arrogant and explaining complex material clearly and simply
- Ability to seek and provide feedback, accept constructive criticism, assess and critique others' work effectively and without causing offense, and model respect for others
- Strong contribution to group work sessions to frame problems and develop effective solutions, particularly at the beginning of projects, initiating and coordinating sessions as needed
- Active participation and support of efforts to share intellectual capital and quantitative models, providing positive support and appreciation to those that share
- Willingness to expand capabilities to provide cover for Managers were necessary.

## **Qualifications**

- Internal promotion from Consultant based on demonstrating required skills and competencies and meeting experience and performance evaluation criteria
- As a direct entrant, previous proven senior level experience in the development of projects for the production of hydrogen, ammonia and methanol as fuels, with an advanced degree or technical qualification in relevant fields such as business, economics, energy policy, engineering etc.
- Substantial experience in overseeing and guiding multiple teams of consultants in project delivery and day-to-day activities
- Solid experience in providing mentoring and guidance to Consultants, Senior Analysts and Analysts
- Strong understanding of emerging hydrogen, ammonia and methanol fuels markets and the industry
- Full familiarity with Microsoft Office.

## **Working Requirements**

The Senior Consultant, Hydrogen, Ammonia & Methanol will be required to have:

- Necessary documentation (working visa or equivalent) to legally work in the country in which he/she is based (USA for this role).
- Capability to work in a multi-cultural/multi-discipline environment
- Ability to work with a variety of outside agencies, respecting client confidentiality at all times
- Availability for national/international travel.

## **Competence Measurement**

Poten & Partners operates a staff performance evaluation/appraisal system and implements training activities as required. Annual performance evaluation (or more frequent if necessary) will be a significant factor in the advancement of the Senior Consultant, Hydrogen, Ammonia & Methanol, with measurement of progress made against the expectations of the position. Annual objectives will target weaknesses and capitalise on strengths in preparation for, and anticipation of, career development. Performance is recognised through a discretionary annual bonus system based on the ability to capture

new work and overall contribution to Client work. At the Senior Consultant, Hydrogen, Ammonia & Methanol level, 30%-40% of broker credits come from winning work, with 50-60% of broker credits attributable to time spent on project execution.

Personnel are expected to operate on a continuous improvement basis, learning from and adapting to Client feedback and always ensuring that the Clients' requirements and expectations are met or exceeded.

**About Poten:**

For over 75 years Poten & Partners has provided clients with valuable insight into the international oil, gas and shipping markets. With a highly experienced team of brokers, commercial and technical consultants and business intelligence specialists, Poten & Partners focuses on the energy and ocean transportation industries.

We have 180 professionals located on four continents. Our global services include: ship and commodity brokerage, research, business intelligence, consulting and commercial advisory.

To be considered for this position, please email your cover letter and CV to [graham.hoar@poten.com](mailto:graham.hoar@poten.com).