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Intellectual Property Technology Commercial Development Expert - Relocate To Saudi Arabia

Please note that this role is based in Saudi Arabia on a permanent, residential basis.

Job Req ID: 15196

Description: Aramco energizes the world economy. Aramco occupies a unique position in the global energy industry. We are the world's largest producer of hydrocarbons (oil and gas), with the lowest upstream carbon intensity of any major producer. With our significant investment in technology and infrastructure, we strive to maximize the value of the energy we produce for the world along with a commitment to enhance Aramco's value to society. Headquartered in the Kingdom of Saudi Arabia, and with offices around the world, we combine market discipline with a generations' spanning view of the future, born of our nine decades experience as responsible stewards of the Kingdom's vast hydrocarbon resources. This responsibility has driven us to deliver significant societal and economic benefits to not just the Kingdom, but also to a vast number of communities, economies, and countries that rely on the vital and reliable energy that we supply. We are one of the most profitable companies in the world, as well as amongst the top five global companies by market capitalization.

Overview

We are seeking a Technology Commercial Development Expert to join our Technology Commercialization Division (TCD).

TCD's mission is to maximize value realization from Aramco technologies through internal and external Intellectual Property (IP) commercialization, to address the company's business and sustainability priorities. Your primary role is to proactively drive the commercial aspects of Aramco Research & Development (R&D) programs for technologies that are under development, in direct consultation with the technical research team and other stakeholders.

This important role will also provide leadership in defining and implementing commercialization roadmaps to ensure value is delivered. Through collaborating with key stakeholders, you will consider relevant commercial risks and uncertainties to recommend and implement preferred technology development strategies that satisfy opportunity value drivers.

Key Responsibilities

As the successful candidate you will be required to perform the following: Engage with Aramco R&D organizations, as well as business and engineering stakeholders to identify, evaluate, develop and support technology R&D programs that offer long-term, global, competitive differentiation for the company. Partner with R&D staff and key stakeholders in technology, business and supporting functions, in order to ensure alignment across all areas relevant to the development of the technology in the R&D lifecycle. Build a comprehensive understanding of the long-term business needs to provide expert guidance to project and technology management teams, ensuring technologies progress smoothly through the stage-gate process. Validate external market-specific use cases and value propositions for targeted solutions that align with Aramco technology programs. Identify and build a network of external strategic technology engineering partnerships to accelerate the development of R&D projects. Develop and deliver technology commercialization plans for each project, including IP mapping and exploitation opportunities, competitive landscape assessment, commercialization strategies, and make vs buy evaluations. Support technology business case development and techno-economic evaluation and assessment. Deliver regular project update briefings to senior management, identify technical or commercial issues that require resolution, and ensure effective integrated risk management of technology deployment projects. Prepare comprehensive presentation material for quality decision making at corporate stage-gate reviews, including business case, competitive analysis, strategy options, and risk register.

Minimum Requirements

As the successful candidate you will hold a bachelor's degree in a Science or Engineering discipline. An advanced degree (Master / PHD) is preferable. You will have a minimum of 10 years' experience combining

any two of the following: research and development, operations, business development, consulting and/or finance experience in upstream oil and gas operations, midstream, downstream, chemicals, natural gas distribution, energy services, alternative or renewable energy, engineering and technology innovation. You must also have at least five years' experience in any of the following areas, research and development, product development, technology marketing, and energy-related and/or software-related technology licensing. You will have a thorough understanding of technology performance criteria and be able to define a value hypothesis for a minimum viable product that satisfies business needs. You will be able to demonstrate sufficient understanding and expertise across the “Strategy-to-Value” technology lifecycle, including R&D and IP strategy, engineering, scale-up, project development, economic evaluation, supply chain development, risk evaluation and mitigation, as well as strategy and business development. You must have proven experience in developing business cases for new strategies and products. Strong interpersonal, networking, influencing and facilitation skills to effectively collaborate with diverse stakeholders and drive successful technology projects is also essential.

Working environment Our high-performing employees are drawn by the challenging and rewarding professional, technical and industrial opportunities we offer, and are remunerated accordingly. At Aramco, our people work on truly world-scale projects, supported by investment in capital and technology that is second to none. And because, as a global energy company, we are faced with addressing some of the world's biggest technical, logistical and environmental challenges, we invest heavily in talent development. We have a proud history of educating and training our workforce over many decades. Employees at all levels are encouraged to improve their sector-specific knowledge and competencies through our workforce development programs – one of the largest in the world.

Country/Region: SA