

Job Title: Senior EPC Professional - Interim

Role: Sales L&G Equipment: Market Assessment

Location: Mumbai

Duration: ~ 4 -6 weeks, with a possible option to build the business

Language Requirements: English, German (A nice-to-have, but not essential).

Background:

Our client is in the EPC Contractor space. A successful German Company manufacturing and selling marine loading arms and land loading arms:

Loading systems for the safe loading of liquids and gases.

They have a distributor in India, but sales have declined, and they believe that they have been selling a competitor's equipment without disclosure. They wish to conduct a market survey to assess the potential of their services in India and how they should re-enter the market. They receive limited market data, including potential and pricing from the current distributor.

Role Overview:

We are seeking a Senior EPC contractor from the chemical/oil & gas industry, ideally someone who has been selling L&G loading systems.

A key element of this role is hands-on capability building: guiding the client with market data and the potential for annual recurring business in India.

Key Responsibilities:

- Collaborate with the client to conduct a structured market and partner assessment.
- Map and evaluate key market players, EPCs, engineering companies, end customers, and competitors.

- Identify and assess potential partners, representatives, or alternative distributors.
- Gather and validate on-the-ground insights through interviews, site visits, and local market intelligence.
- Analyse key challenges limiting clients' competitiveness, and identify actionable improvement levers
- Provide cultural, operational, and business context between Indian and German counterparts.
- Contribute to the formulation of initial recommendations and support preparation of the final assessment report and workshop
- (Optional extension) Support implementation of the next phase: strategy development, recruitment, and relationship building

Qualifications & Experience:

Experience: 15-25 years in Sales in engineering equipment, services, project-based or ETO (Engineer-to-Order) industries within Oil & Gas, Chemical, or Energy sectors.

Background: Senior-level experience with EPCs, industrial suppliers, or distribution/representation of engineering products or systems

Expertise: Strong understanding of the Indian project market, customer decision-making, and tendering dynamics

Network: Established relationships with major engineering companies, project developers, and industrial clients

Personality: Pragmatic, results-oriented, culturally agile; able to engage confidently with senior German management and Indian stakeholders

Communication: Fluent in English (German, Hindi, or local language a plus)

Education: Engineering or technical degree preferred; MBA or equivalent experience advantageous

Availability: Within 4-6 weeks for part-time engagement (approx. 2-3 days/week equivalent) for initial 6-8 weeks