Hydrocarbon Sales Manager

Location: Onshore London or Aberdeen, opportunity for hybrid working
Salary: Competitive
Role Type: Staff
Date Posted: Tuesday 24 November
Closing Date: Tuesday 8 November

The Role

At Serica Energy, our Commercial team plays a vital role in maximising the value of our producing portfolio. We're looking for an experienced Hydrocarbon Sales Manager to lead the commercial management of our gas, liquids and crude sales activities across the UK Continental Shelf and Netherlands assets, ensuring value is realised safely, efficiently and compliantly.

Working at the interface between Operations and Commercial, you will be a trusted technical expert, providing insight and leadership across hydrocarbon sales, transportation arrangements and market-facing commercial activities. You will identify opportunities to optimise existing agreements, originate new commercial opportunities and help shape strategies that enhance value and manage risk.

This role requires strong stakeholder engagement, both internally and externally. Through open Communication, you will build effective relationships with asset teams, commercial colleagues, counterparties and industry partners to ensure the smooth delivery of sales activities and the resolution of commercial and operational challenges.

As a recognised subject matter expert, you will support compliance activities, provide guidance on evolving regulatory requirements and represent Serica externally where required. A commitment to Learning will be key as you help the business respond to changing market conditions and industry developments.

We are looking for someone who leads through Empowerment & Accountability, taking ownership of commercial outcomes while encouraging knowledge sharing and collaboration across the wider team. Above all, you will demonstrate Respect in everything you do, fostering trusted relationships and maintaining the highest standards of integrity, safety and compliance.

What we are looking for in potential candidates:

We're seeking a commercially astute professional who can combine market knowledge, negotiation expertise and stakeholder influence to deliver value across Serica's hydrocarbon portfolio.

Leadership & Responsibilities

- Provide leadership and technical expertise across hydrocarbon sales and transportation activities.
- Identify, originate and negotiate commercial opportunities that enhance portfolio value.
- Build and maintain strong relationships with counterparties, operators and internal stakeholders.
- Act as a key adviser on commercial and regulatory matters, including market compliance requirements.
- Lead the resolution of complex operational and commercial issues with a pragmatic, solutions-focused approach.

- Represent Serica in industry forums and support continuous improvement across commercial processes and systems.

Experience & Qualifications

- Significant experience in hydrocarbon marketing, trading, sales contract management or commercial operations.
- Strong understanding of gas, NGL and crude oil sales agreements and associated value chains.
- Working knowledge of relevant industry regulations, including REMIT and energy market compliance requirements.
- Proven commercial negotiation and stakeholder management skills.
- Excellent analytical capability with the ability to interpret complex data and make sound commercial decisions.
- Strong communication and relationship-building skills, with a collaborative and team-focused approach.

Our Culture

Serica offers the opportunity to be part of a busy, vibrant working environment with a strong culture rooted in mutual respect and trust.

We are passionate about building an inclusive culture that attracts and encourages diversity. We want our employees to feel that they can bring their true self to work, as we recognise the potential that this unlocks and the value that it brings.

We have created an environment that puts people at the heart of everything we do, based on a shared set of values. This means not just doing the essentials of looking after everyone's health, safety and wellbeing but their development, their sense of belonging and their success. Only by making our values a real part of everyday life at Serica can we achieve our goals and grow as individuals and together.

In real terms this means being truly supportive of the things that matter to our people.

What can a career at Serica Energy offer you?

We offer the opportunity to be supported with further training if required and access to competitive benefits such as

- Company Pension
- Private Medical & Dental Insurance
- Health Cash Plan
- Share Save and Share Incentive Plan
- Life Assurance
- Group Income Protection
- Personal Accident Insurance and Business Travel.
- Employee Assistance Programme
- Cycle to Work
- Electric Vehicle Scheme

We also offer the opportunity to work flexibly.

Next Steps

If, having read the information above, you would be interested in a conversation to take things forward, please use the Apply Here button to submit your application.

Please note that applications for this role will be managed by our recruitment partner, the Orion Group. By submitting your application, you acknowledge that your personal data will be shared with and processed by Orion for the purposes of recruitment. For queries or to exercise your data protection rights, you can contact Orion at marketing@orioneng.com. Further information on how your data is used can be found in their Privacy Policy.