

Job Title: Geoscience Manager
Job Type: Full-Time
Department: Consultancy Services
Reports To: Chief Growth Officer
Location: UK

About the Role

We are seeking a highly motivated and experienced **Geoscience Manager** to lead and expand the consultancy division of our geoscience software business. This role offers a unique opportunity to combine technical expertise with commercial acumen, delivering high-value consultancy services to our clients while supporting the development and adoption of our geoscience software solutions. The location will be Aberdeen, Scotland. However, there may be a degree of appropriate flexibility, and we are open to discussion.

Key Responsibilities

- **Leadership & Strategy**
 - Develop and execute the business strategy for the consultancy division. Being clear around niche area (s) that will be targeted and the business planning to support it.
 - Own the financial targets and plan, monthly / annual
 - Identify opportunities for service expansion and business growth.
 - Establish and manage exemplar relationships with external independent geoscience consultants and internal geoscientists that will support project delivery.
 - Demonstrate a high degree of personal accountability, setting clear expectations to those around you and leading by example.
 - Evolve a brand that is known for high performance and quality
- **Technical & Project Delivery**
 - Provide expert geoscience consultancy, leveraging company software solutions for client projects.
 - Oversee and manage client projects, ensuring timely delivery and quality outcomes.
 - Source, coordinate, and oversee independent geoscience consultants and internal geoscientists for specific projects.
 - Conduct technical reviews and provide guidance on petrophysics, geomechanics, geological modelling, and other key geoscience domains.

- **Business Development & Client Engagement**
 - Develop a robust channel to market that supports your proposed business strategy. Qualifying leads, maturing opportunities and winning contracts that deliver at the required revenue and margin levels.
 - Develop relationships with new and existing clients to drive consultancy engagements.
 - Collaborate with the sales and marketing teams to support our propriety Software Application adoption through consultancy services.
 - Prepare proposals, bids, and client presentations and be able to support the same through all stages of the respective process
 - **Collaboration & Internal Support**
 - Work closely with software development teams to provide user feedback and enhance software functionality.
 - Train internal and external stakeholders on best practices for geoscience workflows using company software.
 - Represent the company at industry conferences, workshops, and networking events.
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Qualifications & Experience

- 12+ years of experience in geoscience consulting, or subsurface analysis, including leadership or management experience within that context.
 - Strong understanding of geoscience software applications and their industry use cases.
 - Proven ability to coordinate external consultants.
 - Commercial mindset with experience in business development, client management, and project scoping.
 - Excellent communication skills and the ability to engage effectively with both technical and non-technical stakeholders.
 - Experience in oil & gas, mining, environmental geoscience, or renewable energy sectors is advantageous.
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To apply, please send your CV along with a covering letter to:

Terry Carr, Chief Growth Officer

terry.carr@geoactive.com