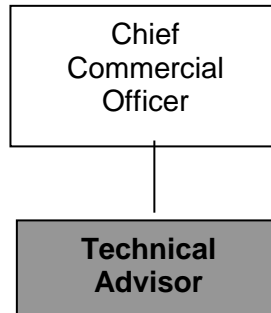


JOB DESCRIPTION

1. Position: **Technical Advisor**

2. Reporting Relationships:



3. Job Purpose:

The Technical Advisor role will provide support to the sales and operations departments to help deliver corporate growth and to build our position as Trusted Advisors within client organisations. The Technical Advisor will be expected to provide technical support in the form of meetings, presentations, one-to-one discussions, trade shows and on location as necessary, on a global basis.

The Technical Advisor will liaise with the Proposals team to develop strong client facing submission documents across all evaluation stages, including but not limited to Pre- Qualification / Tender / Proposal invitations.

Roles and Responsibilities:

- Maintains knowledge of marketplace and advise the internal organization of trends (current papers/research on the environmental impact of drilling operations) and environmental regulations globally.
- Collaborate with industry consortia regarding a wide range of environmental topics pertaining to the drilling industry, not limited to: permitting requirements, discharge regulations, and exposure controls.
- New Technology Introduction - Identification of market needs and potential solutions to close gap.
- Maintain strong competitor understanding.
- Business Development of all TWMA products and services.
- Support Engineering and Global Projects, as required, to ensure customer challenges are fully understood and solutions developed to ensure win-win position.



4. Key Responsibilities:

4.1 Technical Support:

- Liaise with customers to discuss challenges and work to develop technical solutions
- Identify opportunities within existing and new markets
- Identify opportunities within existing customer base to enhance current solution

4.2 Tenders:

- Assist the Sales Department and Proposals team with tenders by providing technical input around strategy, technical solutions, or any other relevant information as required.

4.3 Survey and Measurement:

- Visit rigs, sites and installations as required, to understand challenges and develop technical solutions.

4.4 QHSE – ensure maintenance requirements are fully understood by:

- Following all TWMA and HSE procedures.
- Addressing any concerns and taking appropriate actions in conjunction with TWMA procedures.
- Proactively promote QHSE.
- Attending safety meetings with QHSE personnel.

4.5 Complying with Procedures:

- Ensure all operations comply with the Company and Client operating policies and procedures.
- Ensure all operations comply with the Company Health and Safety policy as defined in the Company handbook.
- Be aware of company conditions of employment as detailed in the Employee Handbook.
- Liaise with HR Department to assure compliance with current employee law legislation.
- Keep up to date with other current legislation, legal requirements and regulations that apply to the company.

4.6 Continuous Improvement:

- Stay abreast of and promote new Drilling Waste Management technologies; understand their comparative benefits versus competitors.
- Work with local teams to build library of case studies and technical solution outlines to promote the range of services provided by TWMA.

This is not an exhaustive list of duties and all are subject to change should it be required.

This is to certify that I understand all that is expected of me in this job description



Signed:.....

PLEASE RETURN A SIGNED COPY

Date:.....