

professional opportunities in **eni** for **economists**

eni corporate university



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financial risk analysis and control	Assessing entry conditions to financial markets and evaluating economic performance with respect to risk policy. Effecting financial risk controls of interest rates, exchange rates, liquidity, counterparty and evaluating financial markets. Analysing risk assessment methods to prepare explanatory notes for the identification of companies, areas and processes, relevant for ICFR (Internal Control Over Financial Reporting); providing support to the Company in applying identified methods.
financial analyst	Identifying the appropriate financial tools for Company requirements, evaluating the potential risks involved and the opportunities offered by the market. Cash flow analysis and management, assessing operational financial strategies, contacting financial intermediaries and applicable reporting.
tax advisor	Internal consulting on national and international tax issues. Examining regulations to assess the possible impact on the Company's operational activities. Identifying the need for internal adjustments in order to meet fiscal compliance. Helping to identify tax strategies while upholding compliance and preparing appropriate reports.
analysis of international accounting standards	Defining company procedures and administrative systems through the examination of national and international accounting standards and the preparation of financial statements in accordance with IFRS (International Financial Reporting Standards). Supporting the application of administrative and accounting standards.
accountancy	Management of accounts payable and receivable, identification of the elements required to structure management accounting, developing a cost aggregation system for management control and preparing financial statements. Providing administrative services for the collection and processing of management accounting data. Data collection and processing for company reporting.
planning and management control	Preparing and consolidating company budgets/plans. Management control activities through the measurement of specific performance indicators for periodic assessment (forecast and actual) of discrepancies between pre-defined objectives and results attained; providing data to the bodies responsible for defining corrective actions.
economic evaluation and investment monitoring	Carrying out economic investment evaluations and new initiatives in support of traders and company authorization processes; periodic monitoring of investments and coordination of authorization/reauthorization processes.
financial statements	Support for foreign associates in the areas of administration, finance and control: management control, customer and supplier management, treasury and financial planning, general accounting, accounting for assets and investments and tax planning.
internal auditor	Internal control within company work processes. Analysis of internal regulations with assessment of any risks inherent in the processes and activities, advising people involved to keep risks under control, analysis of internal practices and operating flows, highlighting any differences in comparison to requirements and proposing solutions.
buyer/contract engineer	Purchasing of products and services based on technical specifications provided by the lines of business, using qualified suppliers. Management of purchasing budget and tenders, including online tenders, in compliance with national and international regulations and company procedures on the subject.

contract administrator	Managing contracts and supporting the project manager and technicians in the carrying out of work on issues that have contractual importance. Managing communication between contracting parties, highlighting administrative milestones, managing variations to contracts and eventual claims. Coordinating interventions by the different parties involved in the project.
project planner/controller	Planning and controlling project activities. Using planning methods such as (GANTT, PERT, etc.) to evaluate and define program schedule and activity details based on available resources: milestones, distribution of economic resources and allocation of resources. Controlling project timescales and costs, preparing reports and proposing corrective actions.
negotiation of gas supply contracts	Collaborating in the natural gas supply process needed to cover sales in Italy and abroad. Establishing supply programs, identifying suppliers, contracts and pricing, revision of existing contracts and support in setting up negotiations.
gas sales	Collaboration in the defining and evaluation of gas sales programs to business clients and wholesale clients as well as sales development programs in Italy and abroad. Participating in the achievement of pre-defined operational and economic objectives. Assessment of market needs (volumes and category of supply) to improve the technical and economic areas of gas supply. On the sales side, contribution in developing and improving the client portfolio through the development of LNG initiatives (liquefied natural gas) in target markets.
interface with regulatory authorities for electricity and gas	Monitoring developments in national and international legal and regulatory frameworks for gas and power. Studying the impact on the business and maintaining appropriate links with institutional organizations in Italy and abroad. Providing information on rules and deliberations that impact the business and assist in complying with requests.
junior brand manager oil/non oil	Implementing and managing marketing plans and pilot testing of new business initiatives for the network through the analysis and implementation of promotional activities for products and services for target customer segments. Carrying out analysis on strategy, market positioning and brand development. Conducting market research and analysis. Participating in management control planning and training programs for sales outlets.
marketing	Planning and implementing market research, market analysis and benchmarking. Drawing up marketing plans and participating in the definition of sales objectives. Evaluating the effectiveness of completed marketing initiatives. Customer Relationship Management and customer loyalty activities. Assisting in improving the level of service offered to retail customers, defining quality standards, evaluating their application and proposing eventual corrective actions.
organisational analyst	Organisational and business process analysis and design. Evaluating the effectiveness and efficiency of organisational solutions and processes in place. More specifically: conducting analysis aimed at process re-design or re-engineering actions; cost-benefit analysis; project evaluation, roles and organisational resizing.
personnel management and development	Human Resource Management: planning of qualitative and quantitative requirements and defining needs for recruitment and selection. Managing career path development strategies. Assisting Business Lines in the managing and development of performance, potential and professional and managerial abilities.
market analyst	Monitoring of market dynamics for the commodities covered and support for traders by means of a timely and detailed analysis of possible price developments. Knowledge of target markets and analysis of data and important events to provide effective tools to support the decisions of traders and management.

## trader

Buying and selling of commodities and financial products (oil, products, derivatives, gas, power, CO<sub>2</sub>, LNG) on markets covered by the company to maximize portfolio value while respecting the code of ethics and procedures. Developing and maintaining relationships with counterparts in the target regions/markets and with other traders operating in different offices, taking into consideration the international nature of the company.

## operational finance

Maintaining relationships with subsidiary companies and participating in the management of financial matters; acquisition and consolidation of forecasts and operative requests in response to the needs of end-user companies. Negotiating and formalizing mid-term and long-term asset/liability loan agreements. Financial management activities over the short, medium and long term to ensure the Company's financial structure is effective and balanced within the limits of the defined risk. Maintaining and developing relationships with banks and financial institutions, defining conditions and maximizing the mutual trust that govern these partnerships.

## back office

Contract management and sales administration of fuels, lubricants and LPG in the backoffice sector (enter orders into the computer system, issue accounting notes, invoicing and client databases, etc.). Customer contact for the receiving of sales orders. Contact with operators of service station networks and motorway service station networks as well as agents; credit control.

## customer support

Analysis and evaluation of bids for the supply of gas. Supporting sales units, by provision of price simulations for the energy market and the implementation of new products. Supporting the drawing up of gas supply contracts and management of these. Working with the administrative units on checking credit lines and management of debt collection. Preparing business reports and presentations.

## administration & budgets

Managing loans and credit and associated reporting. Carrying out administrative duties involved with the drawing up of the budget and business support. Cash flow and cash budget management. Risk control activities. Administrative management of investments.

## internal control over financial reporting

Supporting management in the risk assessment process of the internal control system related to financial reporting and identify control and risk monitoring processes. Defining, updating and distributing regulatory tools and methods useful in maintaining the control system related to financial reporting. Coordinating flow of information and preparing relevant reports.

## HR management and administration

Support for foreign operating lines on subjects linked to the definition of processes, structures, organisational roles, management and development of human resources and employment legislation. Management of personnel recruitment and administration, pay, employment contracts, international transfers of personnel and expatriate staff.

**note:** the job opportunities listed are open to both men and women, in line with equal opportunities legislation.