

Exploration & Production

Total is a global oil and gas producer and supplier operating in 130 countries with nearly 100,000 employees, who practise their skills in more than 500 industrial, commercial and support occupations covering all aspects of the petroleum industry: oil and natural gas exploration and production, renewable energy development, refining, distribution and trading. Total is also a major player in chemicals.

To further its development, the Group annually recruits worldwide nearly 10,000 new employees, both male and female, juniors and seniors, at all levels of training. All are different, but share the dynamism, receptiveness, adaptability and team spirit that are key to the Group's success.

Economist m/f

The job of an Economist in Exploration & Production is to carry out and validate economic studies on exploration, new business, development projects and long-term plans of the subsidiaries. The Economist forms an integral part of the investment decision-making process of the branch.

The Economist brings his or her expertise to bear on the process of developing and refining economic methods, and is involved in producing the tools and models used for economic studies at headquarters and the subsidiaries. His or her contribution is also needed in the production of financial data for publication, in particular data relating to reserves or future cash flows. He or she also participates in cross-discipline studies for the branch or the Group. He or she can in some circumstances progress to dealing with the economic aspects of new business in conjunction with the negotiators.

> First steps

An Economist usually starts by taking charge of the studies of one or more overseas subsidiaries. He or she can also assist in producing and consolidating the Long-term Exploration and Production Plan.

During his or her time in the Economic Strategy Planning Division, which lasts two or three years, he or she will go on to a wider range of activities for the subsidiaries or will join the department in charge of studies on new business.

> Career options

The Economist is initially under the direction of the Business arm and accordingly moves on to more commercial and business functions. Depending on his or her initial training, he or she can also become part of a technical department (for engineers) or a financial department (for other career profiles). Employees from commercial colleges may for example go into Gas or LNG marketing or another international trading activity (contract negotiation).

> Profile required

- Degree from an Engineering College possibly supplemented by a specialisation at the ENSPM (economics and business management), preferably in petroleum economics, or a degree from a Graduate Business School.
- Intellectual curiosity, research, analysis and synthesis capabilities and an ability to work across other business lines of the company, interpersonal skills and geographical mobility.



TOTAL

Experiences

Catherine R.

Nationality: French – Age: 29
Economist – Paris (France) – Graduate of the École
Polytechnique – Applied School at the University of Berkeley

I chose the profession of Economist because it represents a point of entry into the oil sector and gives a global view of the oil industry. To be able to study the feasibility of projects, it is essential to have a thorough knowledge of the whole upstream side of the oil chain (sometimes the downstream side as well for integrated projects).

At the heart of Group development

I work in the department that handles new business studies. I examine the economics of new acquisitions. In short I answer this question: should the Group invest in this or that project or not?

Countries put out invitations to tender to select the oil company that will exploit the fields they have. All companies are consulted, the majors (Exxon, Chevron, Shell, BP and Total) as well as the small ones. Tenders are highly regulated: we have to meet their explicit requirements and at the same time try to be innovative in our bid.

Where different professions come together

I work in direct liaison with the negotiators. But it is real team working and my job requires me to centralise information from different experts. I am mainly in contact with geologists, exploitation engineers (design and pricing of development equipment), and tax and legal experts. I appreciate these exchanges because it is rewarding to study a project by comparing different indicators.

My finest contract

This summer we signed a contract that is very important for the Group. It relates to a Russian gas field: Shtockman. It is huge and is located above the Arctic circle in the Barents Sea. This project was first mooted in 1995, and there were several attempts which came to nothing. We just have to persevere and be patient in a business like this.

I saw this project as a challenge. A human challenge because the negotiations were very difficult. We had to adapt ourselves to negotiators who do not have the same culture. An intellectual challenge because we have produced an innovative contract that sets us apart from our competitors.

A capacity for analysis, a critical mind, good interpersonal skills, a receptive and innovative mind (we are not just calculating machines)... these are the main qualities that you need for this job. Mobility is also an important factor. The cultural aspect of our profession is fascinating. We have to adapt to all types of personalities in the field and take account of local culture. It is not always easy but that is what motivates us.

Marc-Antoine P.

Nationality: French – Age: 23
Economist – Paris (France)
Graduate of the École des Mines de Paris

I work in a team of 30 economists. My colleagues come from different backgrounds. They have business or scientific backgrounds and boast a fair amount of experience. This diversity is rewarding, and we consult each other a lot on our problems.

Working for the subsidiaries

When I joined Total, I was put in charge of the studies of two overseas subsidiaries: the United Arab Emirates and Iran. Now I look after the Congo area. These assignments involve a high degree of geographical mobility. I sometimes travel up to three times a month.

My work consists of studying the asset development schemes of the subsidiaries to determine which will be the most profitable. To get a financial picture of the different assets, I have to examine different data: production capacity, sales volumes, investments... To determine these criteria, I work together with experts in different fields.

A job with frequent interpersonal communication

In order to determine technical inputs, I am in direct contact with exploitation engineers and reservoir engineers. For budgetary matters, I work with the negotiators. So I am at the meeting point of different professions and I combine the information gathered. I like this pursuit of data because it brings me into contact with different people. My job is not only based on figures, the human aspect is important.

I also see different professions come together when I assist in producing and consolidating the Long-term Exploration and Production Plan. This is a regular task that extrapolates all of the Exploration & Production assets into the future using the financial indicators determined. The Long-term Plan is a controlling device that enables us to determine strategically which geographical zones the Group must develop in.

I have been in this post for two years now and I really enjoy it. This profession is ideal for entering the business world as it is a point of access that offers a broad range of possibilities. I have not specialised in a particular area. In the future, I would like to change geographical zone to find out about other production sites and acquire new skills in drawing up contracts. But at the moment, I receive a great deal of intellectual stimulation and I am learning more every day so I am very satisfied.



Recruitment, Careers & Diversity Division
2, place Jean Millier – La Défense 6 – 92400 Courbevoie – France
www.careers.total.com