

## **Search #934 Manager Corporate Development**

### **The Organization**

Established in 2006 our client is a diversified, growth-oriented Canadian Energy Production Company in 2 western provinces. Backed by private investment, the organization has grown to 22 employees and operates business units in 2 main production areas. The company has invested approximately \$100 MM to date and has plans to grow revenues with capital expenditures over \$300 Million in the next 2 years.

### **Why Consider This Role?**

- This is an excellent opportunity if you're interested in working for a growing, entrepreneurial Canadian company. The management and shareholder track record of success in starting and building small organizations into larger ones is enviable.
- Your expertise is a key part to the decision-making process.
- The company focuses on strategic, long term objectives creating long-term value for shareholders. Our client is building this sustainable and successful company for the long term.
- You will have impact on the Company; the visibility provides for personal & professional upside. This position has room for personal growth and upward mobility.

### **Team Dynamics**

As a member of a multidisciplinary team, the Manager Corporate Development will report to the President. You will work directly with operations, exploitation, G&G and management ensuring optimizing and leveraging the company's asset base, and championing corporate development.

### **Activities and Responsibilities**

Leading the team that is responsible for identifying, evaluating, negotiating corporate development opportunities they include the following responsibilities;

- Hands on technical and commercial analysis of assets, contracts and opportunities.
- This will include directly locating through industry contacts, your relationships and other sources.
- Active involvement of internal and external communications with investors, government, partners and stakeholders.
- Work with the teams of engineers, geologists and geophysicists to identify problems and recommend solutions.
- Responsible for all commercial activities as they pertain to marketing of products and by-products, contracts, and A&D.

### **Experience**

You will be qualified by having 15-20 years of progressive experience in conventional oil/liquids with a minimum of 3-5 years of current leadership experience. In your history, you have developed your skills in technical knowledge, commercial analysis/negotiating. With excellent communication & interpersonal skills, you have a natural leadership ability to foster a cooperative, results oriented work environment while working with multiple stakeholders. You have initiated your well thought out ideas into a track record of adding value. You possess an energetic style, attention to detail, lead by example and have a desire to get down to work. The skills to motivate your team and produce results come from years of building relationships, listening and including peers and direct reports. This has been key in meeting/exceeding targets in timeframes to manage competing deadline requirements. Your creativity has reflected both in your personal and career development, and your early promotions into key positions.

***To Advance Your Career Reply in Confidence To  
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