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Commercial Negotiator / Business Development

Responsibilities:

Develops and negotiates gas and LNG sale and purchase agreements

Directly legal staff in an efficient manner to finalize drafting

Creates and executes individual customer contracting plan to achieve project objectives

Interacts competently with a broad group of experts, including finance, engineering, commercial, and LNG marketing veterans to balance the various requirements of a successful project, and adapts the contracting plan to changing requirements and market conditions.

Applies a deep understanding of project financial requirements in contract negotiations

Creates and delivers management presentations on AGDC commercial strategy and performance

Experience Required:

Minimum of total 15 years of experience in a combination of:

Major or large independent upstream oil and gas company, or pipeline operator company

Senior business development management experience with delivering complex negotiations and agreements

Strategy and long-term planning in oil and gas, pipeline transportation, or LNG business

Experience with pipeline regulatory issues and federal and state regulatory agencies

Thorough understanding of the Alaska oil and gas industry and the political and governmental issues and processes preferred.

Skills Required:

A highly motivated self-starter with sound business sense, an ability to think strategically, and develop business plans with detail to achieve delivery.

Experience in the upstream oil and gas business and in contract negotiations and agreements with a track record of delivery

A team player with proven leadership, motivational and influencing skills.

Ability to recognize project risks and opportunities, and develop interventions

Ability to work effectively in complex organizational structures

Can communicate effectively, both verbally and in writing

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