



Director, Business Development

Rockpoint Gas Storage is the largest independent owner and operator of natural gas storage in North America. Rockpoint owns and operates six strategically located assets with 280 Bcf of working gas capacity in key producing and consuming regions. Rockpoint is proudly headquartered in Calgary, Alberta and the asset portfolio has a 37-year operating history. Rockpoint is managed by an industry leading and highly experienced management team. We are a publicly listed corporation on the TSX, under the symbol RGS1.

This position is located, in-person, in Rockpoint's Calgary office and reports directly to the Senior Vice President (SVP), Storage Operations.

Overview:

The Director, Business Development will assist the SVP, Storage Operations with the continued optimization and development of existing assets and the development of new assets, to facilitate the growth of the business across the mid-stream and renewable energy space. The Director, Business Development will play a critical role in supporting strategic growth initiatives within Rockpoint.

Responsibilities:

- Develop business case strategies utilizing economic & financial modelling to assess new projects/initiatives and M&A and asset development opportunities
- Maintain a high level of awareness of developing industry news, trends, peer activity, corporate risks and opportunities
- Effectively communicate the analytic output from economic and financial modelling to the SVP, Storage Operations and other leadership team members, with an emphasis on valuation sensitivities such as rates of return and NPV
- Origination of business opportunities for strategic growth of Rockpoint's business.
- Advance business opportunities from ideation to execution, working closely with all stakeholders including commercial, engineering, legal and regulatory.
- Assist in due diligence activities, negotiation of confidentiality agreements, letters of intent, memoranda of understanding, contracts, and acquisition agreements
- Contributes to the annual development of the 5-year Business Plan; will work with corporate development in budgeting growth capital projects
- Will help to drive improvement in the business development function and business processes to support the business
- Contribute to the preparation of presentation materials for Rockpoint Senior Management and Board of Directors.

Requirements:

- 10+ years of experience in the energy sector, preferably in oil and gas and/or power and renewables
- Project development experience: Reservoir engineering and commercial or marketing experience would be considered an asset
- An undergraduate degree in Engineering is preferred but Business/Commerce, Economics, or a similar discipline may be considered, an MBA or CFA designation would also be considered a definite asset
- Experience in identifying, evaluating, promoting, developing, and operating gas storage projects is considered an asset
- Ability to manage multiple projects simultaneously with changing priorities
- Outstanding computer skills, with superior spreadsheet (Excel) and economic modeling abilities, as well as strong presentation skills (Word and PowerPoint)
- Ability to adapt communication strategies and styles to suit a variety of situations is required
- Must possess a valid driver's license and be legally eligible and able to travel occasionally to the United States.

Personal Attributes:

- Highly collaborative, approachable, and technically proficient; an independent thinker with a very high level of integrity and professionalism
- Hands-on performer who can both prepare and critically evaluate high value information
- Possesses a creative mindset, capable of developing new business ideas and alternative business structures
- A self-motivated hard worker who has the ability to handle pressure and meet tight deadlines in an environment with a high volume of activity
- Adept at handling sensitive information and issues with professionalism and care
- High attention to detail, organized and thorough, with a desire for continuous improvement

To apply for this role please send your cover letter and resume to careers@rockpointgs.com

For more information about our company, please visit our website at www.rockpointgs.com.

Rockpoint Gas Storage is an equal opportunity employer and strongly supports diversity in the workplace; all candidates who are authorized to work in the country in which the job opportunity is located are welcome to apply. We thank all applicants for their interest in Rockpoint Gas Storage; however, only those candidates selected for an interview will be contacted.