

MARKETING

Marketing professionals market oil and gas production, identifying and contacting viable purchasers. They also initiate customer contact and follow up with them after sales services and manage customer relationships.

Typical Educational Requirements: Minimum undergraduate degree required and some position may require professionals designations.

Occupations

Fundamental Analyst: Evaluates supply and demand fundamentals and provides recommendations to management regarding short and long-term opportunities that arise out of that analysis. Bachelor's degree required.

Gas Balancing Analyst: Prepares monthly gas balancing statements for operated and non-operated wells and distributes statements to working interest owners. Bachelor's degree required.

Gas Controller/Scheduler: Nominates, allocates, confirms and balances gas flow volumes with purchasers, pipelines and well owners. Administers the sales by ensuring the gas flows as nominated. Manages gathering and transportation contracts, ensuring that no penalties are incurred. Bachelor's degree required.

Gas Marketing Representative: Markets natural gas production through term sales and spot sales to merchants, wholesalers, distribution companies, industrial consumers and co-generators. Identifies and contacts viable purchasers, initiates customer contact and follows up with after-sales service. Bachelor's degree required.

Production Services Representative: Serves as main point of contact for marketing issues within an assigned business unit. Facilitates communication between marketing, gathering services, and E&P personnel to ensure that gas can be marketed as soon as wells come on production and that the value of gas is maximized through effective negotiations of gathering, processing, and transportation agreements. Bachelor's degree required.

