

UNITED ENERGY TRADING JOB DESCRIPTION

Title: Director of West Gas Trading

Division/Department: Marketing/Trading

Reports to: Kurt Batenhorst

Effective date: 9/2024

FLSA status: Exempt

General summary:

As the Director of Natural Gas Trading for the Western United States pipelines, not only will you be an individual contributor, but you will also manage the purchase, sale, and transportation of natural gas across various pipeline systems in the Western U.S. This Trading role requires a strategic understanding of regional markets, regulatory environments, and the physical and financial aspects of natural gas trading. You will manage a book with strong interaction with schedulers, trade analysts, ensuring profitability, effective risk management, and regulatory compliance

Key responsibilities:

Strategic Market Leadership

- Lead market analysis and strategic market execution for natural gas trading in the Western U.S., with an emphasis on key pipelines such as Colorado Interstate Gas, El Paso, Transwestern, Kern River, SoCal and others.
- Execute trading strategies to optimize the procurement, sale, and transportation of natural gas, ensuring alignment with company goals.
- Monitor market trends and adjust trading strategies as necessary to capitalize on opportunities and mitigate risks.

Trading & Risk Oversight

- Execute physical and financial trades, ensuring adherence to company policies, risk limits, and regulatory requirements.
- Optimize transportation capacity on pipeline systems, to maximize efficiency and profitability.
- Collaborate closely with the risk management team to monitor exposure, adjust strategies, and ensure compliance with internal and external regulations.

Stakeholder Engagement:

- Build and maintain strategic relationships with key market participants, including suppliers, customers, pipeline operators, and regulatory bodies.
- Negotiate for management approval terms of agreements and contracts for the purchase, sale, and transportation of natural gas.
- Serve as the primary point of contact for senior management, providing insights on market conditions, trading strategies, and performance metrics.

Regulatory & Compliance Leadership:

- Ensure all trading activities comply with FERC regulations, pipeline tariffs, and company policies.
- Prepare and maintain accurate records of trading activities, including transaction details, position reports, and risk assessments.
- Lead internal audits and reporting efforts to ensure transparency and accountability in trading operations.

Qualifications:

Education & experience

Education: Bachelor's degree in finance, Economics, Business, or a related field.

An advanced degree (MBA or MS in Energy Management) is highly desirable.

Experience:

- 7-10 years of experience in natural gas trading, with significant experience in the Western U.S. pipelines.
- Proven leadership experience with a track record of managing successful trading teams and delivering profitable results.
- Strong understanding of the physical and financial aspects of natural gas markets, including in-depth knowledge of regional pipelines and storage facilities.

Preferred Qualifications:

- Extensive knowledge of regulatory frameworks governing natural gas trading in the Western U.S., including FERC, CFTC, and regional pipeline tariffs.
- Experience with renewable natural gas (RNG) trading and carbon markets is a plus.

Knowledge, skills, & abilities

Skills:

- Expertise in trading software and systems
- Strong leadership and team management skills, with the ability to inspire and motivate a diverse team.
- Superior analytical and quantitative skills, with a strategic mindset for making informed and impactful trading decisions.
- Excellent communication and negotiation skills, with the ability to build and maintain relationships with key stakeholders.

Working conditions

While performing the duties of this job, employees are regularly required to sit for extended periods of time, walk and stand; talk both in person and by telephone; use hands and fingers to handle, feel or operate standard office equipment; reach with hands and arms; and lift up to 25 pounds. Vision abilities include close and distant focus. The noise level in the work environment is usually quiet to moderate. May on occasion be exposed to loud sounds and distracting noise levels. Reasonable accommodations may be made to enable people with disabilities to perform the essential functions of the job.