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Strategic Analyst, Business Development

Alberta Petroleum Marketing Commission

July, 2024



The Organization

The APMC was created in 1974 under the Petroleum Marketing Act and is an agent of the Crown working to enhance the value of Alberta’s petroleum resources. On behalf of the Government of Alberta, APMC executes on the government’s direction and currently manages: the marketing of the Crown’s royalty share of conventional crude oil; Alberta’s oil and natural gas royalty reference prices, Alberta’s stake in the Sturgeon Refinery; development of business opportunities to support and enable industry growth; execution of commercial petroleum ventures that benefit Alberta and acts in an advisory capacity on opportunities and issues related to the petroleum industry.

APMC is an arm’s length corporation of the Government of Alberta with a team of highly professional staff dedicated to performance, accountability, and operating with a progressive, innovative lens in all we do, as Albertans and for the sake of all Albertans. The commission works with industry stakeholders across the upstream, midstream and downstream segments, as well as, across government organizations to understand and assess the challenges to realizing the full value of Alberta’s resources and the opportunities to enhance the value of Alberta’s resources.

The APMC is the commercial arm of the Government of Alberta with the Business Development team responsible for exploring value enhancing opportunities for Alberta’s resources and opportunities for building new markets for oil and gas products within North America and abroad.

Vision: To maximize the value of Alberta’s resources.

Website link: [Alberta Petroleum Marketing Commission: Home \(apmc.ca\)](http://apmc.ca)

The Opportunity

Reports to:	Senior Manager of Business Development
Direct Reports:	No direct reports
Location:	Calgary, Alberta

Mandate

The Strategic Analyst, Business Development, is a critical role that combines strategic analysis with business development initiatives within the energy industry. This position requires a strong understanding of global and domestic market dynamics and industry activities, coupled with the ability to identify and evaluate new business opportunities. The Strategic Analyst will play a key role in shaping decisions, driving revenue growth, and expanding the company’s presence in the overall energy market.

This role requires strong business acumen, extensive industry knowledge, and the ability to look at the energy industry holistically to drive revenue growth and business expansion initiatives within the energy sector. This position is deadline driven and requires a dynamic professional with the ability to pivot quickly to meet the organizational and business needs.



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Key Accountabilities

- Identify and evaluate potential business opportunities, partnerships, and alliances within the energy sector to drive revenue growth.
- Collect, analyze, and interpret data from various sources to derive actionable insights and inform decision-making processes.
- Lead in the development of proposals, presentations, and executive briefings to secure new business and to inform and advise on market developments and impacts.
- Develop and maintain economic models to analyze market data, including pricing trends, supply, and demand dynamics, and regulatory changes, to assess opportunities and risks.
- Develop and maintain financial models to evaluate business development opportunities that drive revenue growth and align with APMC's mandate and strategy.
- Consistently identify market factors that will affect Western Canadian Oil and Gas markets and APMC directly, provide in-depth analysis to varying internal audiences.
- Provide direct analytical support and collaboration with management in areas related to organizational and industry growth initiatives.
- Work collaboratively across the APMC, government organizations, and industry to achieve common objectives and improve outcomes.

First Year Deliverables / Measures of Success

Success in the first year will be determined by the candidate's ability to:

- Conducted a thorough analysis of the energy industry, including market dynamics, trends, and regulatory landscapes.
- Identified and evaluated potential business opportunities, partnerships, and alliances to drive revenue growth.
- Developed and maintained economic and financial models to analyze market data and assess opportunities and risks.
- Prepared and delivered presentations and reports to inform decision-making processes and secure new business.
- Collaborated with internal and external stakeholders to achieve common objectives and improve outcomes.

Candidate Profile

The successful candidate will have the following:

Education:

- Bachelor's degree in business, finance, economics or other related fields.



Experience:

- A minimum of 5+ years of work experience in the energy industry.
- Previous experience in commercial or business development or strategic planning is an asset.
- Expertise in reviewing and developing financial and economic models.
- Exposure to multiple segments of the energy industry is an asset (crude oil, natural gas, liquids, upstream, midstream, downstream).
- Deep understanding of oil and gas market dynamics, including supply chain, pricing mechanisms, transportation, and regulatory landscapes is an asset.
- Experience in fundamental analysis and commodity pricing is preferred.
- Demonstrated experience in working in a dynamic environment managing complex issues.

Competencies and Attributes:

- Strong communication, both written and oral, with effective interpersonal skills.
- Ability to write reports, business correspondence, compile presentations tailored to a diverse range of audiences.
- Highly motivated self-starter with the ability to work independently or in a team environment.
- Must be able to define problems, collect data, establish facts, and draw valid conclusions.
- Strong attention to detail while having the ability to see the “big picture”.
- Proven ability to prioritize and meet critical deadlines.
- Excellent analytical and organizational skills.
- Proven economic, financial modelling, and data analytics skills.
- Proficient in Microsoft Office, including Word, Excel, PowerPoint, and Outlook.

The Compensation

An excellent compensation package awaits the successful candidate.

Equal Opportunity

The Alberta Petroleum Marketing Commission is committed to equity, diversity and inclusion and recognizes that a diverse team benefits and is essential to service excellence. The Alberta Petroleum Marketing Commission welcomes applications from all qualified individuals and encourage women, members of racialized communities, indigenous persons, persons with disabilities, and persons of any sexual orientation or gender identity to confidentially self-identify at time of application. In accordance with the provincial legislation, accommodation will be provided by Gallagher and the Alberta Petroleum Marketing Commission throughout the recruitment, selection and/or assessment process, upon request, to applicants with disabilities. All qualified candidates are encouraged to apply.



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Application Instructions

Please submit a single document in Word or PDF format containing both a cover letter and resume to the following link: [Invenias | Advertisement](#)