



DIRECTOR, TOLLS & TARIFFS

The Canadian Association of Petroleum Producers (CAPP) is a non-partisan, research-based industry association that advocates on behalf of our member companies, large and small, that explore for, develop, and produce oil and natural gas throughout Canada. Our associate members provide a wide range of services that support the upstream industry.

CAPP's members produce nearly three quarters of Canada's annual oil and natural gas production and provide approximately 450,000 direct and indirect jobs in nearly all regions of Canada. According to the most recently published data, the industry contributes over \$70 billion to Canada's GDP, as well as \$45 billion in taxes and royalties to governments across the country. CAPP is a solution-oriented partner and works with all levels of government to ensure a thriving Canadian oil and natural gas industry.

We strive to meet the need for safe, reliable, affordable, and responsibly produced energy, for Canada and the world. We are proud to amplify industry efforts to reduce GHG emissions from oil and gas production and support Indigenous participation and prosperity.

Position Summary

This position is a key member of the Tolls & Tariffs (T&T) team, reporting to the Vice President, Tolls & Tariffs. The Director is primarily responsible for providing strategic leadership, leading CAPP committees and task groups, develop consensus amongst CAPP members and representing CAPP at industry forums and negotiations.

- Lead negotiating generic commercial terms and transportation services on natural gas and oil pipelines in collaboration with and on behalf of CAPP member companies. This requires a thorough understanding of CAPP members' interests, the commercial framework within the market and pipeline services, costs and rate-making mechanics and principles.
- Chair CAPP committees and task groups, including negotiations of key elements on the level; availability; and cost of providing pipeline transportation services for Canadian production to competitively reach markets in Canada, the U.S., and abroad.
- Liaise with industry and natural gas and oil pipelines to identify and prioritize issues to be addressed by the specific committee and influence outcome.
- Strong negotiation and strategic skills taking into account numerous stakeholders' perspectives and demonstrated success contributing to strategic outcomes.
- Coach team members to act with initiative to identify and define emerging issues that may have a significant impact on CAPP's members interests, for example global competitiveness, toll design and structure, rate of return, depreciation.
- Represent CAPP in regulatory proceedings at the Canada Energy Regulator (CER) in Canada and the Federal Energy Regulatory Commission (FERC) in the U.S. This includes identifying key issues, conducting in-depth analysis, actively participate in the settlement process with Administrative Law Judge, FERC staff and Intervenors.
- Manage team's training and development and resource management.
- Other duties as required.

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Job Requirements

- A minimum of 10 years of work-related experience (natural gas and/or oil transportation services, tolls & tariffs and regulatory proceedings).
- Post-secondary education; preferably a degree in business, economics, finance or engineering with a background in the oil and gas industry.
- In-depth knowledge of North American oil and gas pipelines, transportation services, regulations, laws, costs and rates.
- Demonstrated regulatory leadership experience with the ability to manage multiple projects and regulatory filings in a timely manner.
- Experience working with strategic partners and maintaining strong relationships.
- Overtime and travel are occasional requirements when participating in active regulatory proceedings and other major projects.
- Must be eligible to work in Canada legally.

Skills & Qualifications

- Ability to develop consensus on complex issues while respecting different positions and gaining support from members.
- Build, develop and maintain strong relationships with CAPP members, key stakeholders and regulatory agencies.
- Strong facilitation and consensus building skills.
- Strong verbal and written communication skills.
- Judgement, planning, prioritizing and organization.
- High standard of professionalism and activity level while requiring minimal supervision and direction.
- Passionate about making an impact.