

Strategic Analyst

Business Development, Oil, and Gas and Energy Markets

Posting Date: June 19, 2024

Location: Calgary, Alberta

Position Overview

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.

The following outlines the key responsibilities and qualifications required for the Strategic Analyst, Business Development position. 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.

Key Areas of Accountability and Responsibility

- 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.

Candidate Attributes, Professional Experience, and Qualifications

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

Key attributes required of position:

- 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.

About APMC

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 royalty share of petroleum resources; 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. We offer competitive remuneration including extended health & dental benefits, a health/wellness spending account, retirement contributions and a balanced understanding that your health and well-being are vital to the overall wellness and operation of our organization.

How to Apply?

If this role interests you and you meet the required qualifications as outlined, we invite you to apply and begin the next step towards exploring a career with APMC!

Qualified candidates are invited to submit cover letters and resumes to HRConfidential@apmc.ca.