

JOB TITLE: Vice President of Business Development

REPORTS TO: Chief Commercial Officer and CFO

LOCATION: Downtown Denver, CO

Expedition Water Solutions (“Expedition”) is a water midstream company with principal operations in the Denver-Julesburg Basin (“DJ Basin”) of Colorado and the Powder River Basin (“PR Basin”) of Wyoming. Expedition is led by Jim Goddard, President and Founder, and Zach Neal, Chief Commercial Officer and CFO. Founded 2013, Expedition has demonstrated extraordinary growth since inception and has grown to become a dominant player in its markets. Expedition is a high-growth, acquisitive, private equity-backed company. Asset development projects include saltwater disposal wells, evaporative ponds, saltwater gathering pipelines, and recycle systems. Expedition is on track to continue its growth trajectory as the premier water midstream operator in the Rockies and is thus seeking a Vice President of Business Development to manage customer relationships, negotiate contracts and, most importantly, win new business.

GENERAL JOB DESCRIPTION

The Vice President of Business Development will be responsible for all aspects of customer relationship management, including developing new business relationships, managing existing relationships, and negotiating customer and other commercial contracts for all aspects of the oilfield wastewater life cycle, including disposal, recycling and pipeline gathering.

ESSENTIAL DUTIES & RESPONSIBILITIES

- Manage existing customer and contractual relationships of Expedition, including contract administration and contract extension negotiations
- Source new business and secure contractual dedications to increase utilization of existing assets
- Develop new Rockies-based relationships and secure contracts that require the construction of new, accretive saltwater infrastructure
- Report to company executive management and board of directors on progress relating to customer contract negotiation and business development
- Attend industry events and generally promote the name and reputation of Expedition Water Solutions as a premier provider of water midstream services
- Assist with other ad hoc commercial contract negotiations, as needed, including, but not limited to, land development and vendors

QUALIFICATIONS

Education

- Bachelor’s degree
- Degree in business, economics, or engineering preferred

Experience

- 10+ years of oil and gas business development experience
- Rockies-focused midstream experience preferred
- Track record of winning customer deals and maintaining happy customers

CORE COMPETENCIES

- Impeccable personal integrity
- Exceptionally strong interpersonal and relationship building skills
- Ability to problem solve and quickly make sound decisions
- Strong communication and presentation skills with internal and external stakeholders
- Excellent work ethic, self-starter
- High proficiency in contract negotiation

CONTACT

Interested and qualified candidates please contact Jo Ann Hovanec at jhovanec@expedition-water.com