Job Description

<table>
<thead>
<tr>
<th>Job Title:</th>
<th>Marketing Representative &amp; Analyst (NG)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Department:</td>
<td>Marketing &amp; Transportation</td>
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<tr>
<td>Reports to:</td>
<td>VP Gas Marketing &amp; Transportation</td>
</tr>
<tr>
<td>Location:</td>
<td>Denver, CO</td>
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<tr>
<td>Position Type:</td>
<td>Full Time</td>
</tr>
<tr>
<td>% Overnight Travel Required:</td>
<td>25%</td>
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<tr>
<td>Prepared by:</td>
<td>Human Resources</td>
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<tr>
<td>FLSA:</td>
<td>Exempt</td>
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<tr>
<td>Safety Designation:</td>
<td>Non-safety Sensitive</td>
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Position Summary

This position is responsible for the spot and short-term marketing of the Company’s natural gas (NG) production in the operating shale basins. Develop and provide effective reporting and analysis to optimize NG transportation and storage, maximize pricing, and identify market trends and factors. Coordinate and support the Sr. Marketing Representative with analytics and prepare information for management.

Essential Duties and Responsibilities

- Negotiate and execute spot, short-term, and medium term contracts to sell and balance equity natural gas (NG) position at national and regional hubs delivered through Company’s short and long-term transportation contracts.
- Negotiate and execute contracts to deliver and sell NG to regional buyers, achieving incremental margin to Company alternatives.
- Optimize return and utilization of Firm NG long-haul transportation contracts. Identify accretive trade concepts for existing Firm NG transport and potential new Firm NG transport strategies.
- Create, utilize, and analyze complex financial models that require an understanding of the natural gas firm transportation and natural gas liquids portfolio, discounted cash flows, corporate finance, accounting and project economics such as NPV, IRR, Payback, etc., to produce presentable results used by the team for management review.
- Develop economic assumptions and financial model integrity for all existing and future transportation paths within limited guidance from manager.
- Manage NG term domestic and export sales contracts and associated performance obligations.
- Company expert on domestic and international NG market dynamics, trends, pricing, and infrastructure development.
- Assist and support the gas and natural gas liquids scheduling team with data and analytics to ensure all NG purchase and delivery obligations are met.
- Perform value generation to analyze and recommend various pricing indices and structures for spot and term sales.
- Track capital expenditure of existing pipeline capacity for both natural gas and natural gas liquids on a monthly basis.
- Interface with Finance Department to assist with forecasting, run financial analysis, and streamline the business.
- Design internal system of controls to run Mark to Market (MTM) assumptions on existing trades, pipeline capacity, potential trades, and the reconciliation on a monthly, quarterly, or annual basis.
Job Description

Other Duties and Responsibilities

- Present strategies and recommendations to enhance NG efficiencies to Senior Management for approval.
- Delegate appropriate analytical tasks to support staff.
- Assist in identifying industry trends and perform competitor analysis.
- Perform ad-hoc financial and risk analysis.
- Create materials for all Executive Meetings and maintain all reports in a timely manner.
- Perform other duties as assigned.

Qualifications

Required Education, Experience, Licensure

- Bachelor’s Degree in Accounting, Finance, Marketing, Engineering, Business, or related field of study.
- At least two (2) years of NG marketing, scheduling, and/or analytical experience.
- At least three (3) years of experience in Oil & Gas or Natural Gas Industry.

Preferred Education, Experience, Licensure

- At least two (2) years of experience trading in the Company’s operating shale basin.

Required Core Competencies – Knowledge, Skills, and Abilities

- Strong negotiation skills and ability to close and execute contract sales.
- Understand the movement and marketing of natural gas domestically and internationally.
- Understand the logistics and costs for moving NG’s domestically and internationally.
- Able to develop automated processes to build and generate Profit and Loss (PNL) statements and other reports, and internal systems and software.
- Advanced knowledge of Microsoft Office Suite with including Excel, Word, and PowerPoint.
- Ability to analyze intricate transactions and distill complex data into concise and easily understood concepts and recommendations.
- Ability to code and test basic or common computer programs.
- Able to work independently with guidance in only the complex situations.
- Good written and verbal communication skills with the ability to communicate at all levels of the organization.
- Ability to effectively present information and recommendations to management.
- Demonstrate high ethical and professional behavior and decision making.
- Ability to learn and apply knowledge of laws, legal codes, government regulations and agency rules pertaining to areas of responsibility.
Job Description

- Good interpersonal skills with the ability to establish and maintain effective working relationships and collaborate with all levels of the organization.
- Ability to work efficiently in a fast paced, demanding, and constantly changing environment.
- Ability to manage and prioritize multiple assignments with competing deadlines.
- Demonstrate and apply critical thinking skills in decision-making, maximizing resources, adding value, and evoking ideas and positive change.
- Able to take a proactive approach to problem solving and process improvement.
- Good time management and organizational skills. Able to set priorities, develop a work schedule, and monitor progress towards goals.

Supervisory Responsibilities

- Functions as an individual contributor with no supervisory responsibilities.

Work Environment

The work environment characteristics described here are representative of those an employee encounters while performing the essential functions of this job.

- Job is performed in an office setting with exposure to computer screens and requires regular use of a computer, keyboard, mouse, and multi-line telephone system.
- The noise level in the work environment is usually loud.

Physical Demands

- The employee is frequently required to sit, stand, walk, and reach with hands and arms.

Travel Requirements

- Occasional travel may be required to other locations.

The above declarations are not intended to be an all-inclusive list of the duties and responsibilities of the job described, nor are they intended to be such a listing of the skills and abilities required to do the job. Rather, they are intended only to describe the general nature of the job.