

Mineral & Land Negotiator
Pittsburgh, Pennsylvania



Company Overview:

Our client is an international upstream oil and gas company, with 95% of its production in three core areas: North America, the North Sea and Southeast Asia. In recent years, our client has diversified their oil assets in North America and has instead focused its efforts on natural Gas with particular interest in the Shale Gas plays in North America.

The company has a particular interest on the Marcellus Shale play in Pennsylvania. In the Marcellus, the Company has budgeted close to \$1 billion, ramping up to 10 drilling rigs over the course of 2010. Our client currently holds around 800,000 acres of property and plans to drill in excess of 170 net wells in the Marcellus region in 2010.

Position Overview and Responsibilities:

The Mineral & Land Negotiator will be located in a new office in Pittsburgh, PA. The successful candidate will be responsible for:

- Negotiating with landowners to acquire oil, gas and mineral leases
- Preparing leases, addendums and reports as necessary
- Developing a proactive approach to renewing lease agreements
- Performing typical industry-standard land agent duties as required including land administration, negotiations, resolutions and execution
- Attending internal Land department meetings as needed
- Working closely with Drilling, Completions and Development teams on all activity related to Land negotiations

Mineral & Land Negotiator
Pittsburgh, Pennsylvania



Qualifications/Requirements:

- A minimum of five years previous experience in negotiating mineral leases
- A fundamental understanding of exploration and exploitation procedures
- Land experience in the general Appalachia (including Marcellus) area is highly desirable
- Familiarity with computerized land management systems and proficiency in core office applications (word processing, database, spreadsheets, E-mail, mapping packages)
- Experience with ARC GIS and QBLM a plus
- Bachelors (undergraduate degree) from accredited college, with certification/minor in land management or a related field preferred
- Possess excellent presentation and negotiation skills
- Display a professional, energetic, enthusiastic and participative attitude towards the team's goals and objectives
- Possess strong verbal and written communication skills
- Exceptional ability to build strong relationships both internally and externally

Contact: Lisa Lomax, llomax@maxwell-drummond.com