



Indigenous.Link

Canada's fastest growing Indigenous career portal, Careers.Indigenous.Link is pleased to introduce a new approach to job searching for Indigenous Job Seekers of Canada. Careers.Indigenous.Link brings simplicity, value, and functionality to the world of Canadian online job boards.

Through our partnership with Indigenous.Links Diversity Recruitment Program, we post jobs for Canada's largest corporations and government departments. With our vertical job search engine technology, Indigenous Job Seekers can search thousands of Indigenous-specific jobs in just about every industry, city, province and postal code.

Careers.Indigenous.Link offers the hottest job listings from some of the nation's top employers, and we will continue to add services and enhance functionality ensuring a more effective job search. For example, during a search, job seekers have the ability to roll over any job listing and read a brief description of the position to determine if the job is exactly what they're searching for. This practical feature allows job seekers to only research jobs relevant to their search. By including elements like this, Careers.Indigenous.Link can help reduce the time it takes to find and apply for the best, available jobs.

The team behind Indigenous.Link is dedicated to connecting Indigenous Peoples of Canada with great jobs along with the most time and cost-effective, career-advancing resources. It is our mission to develop and maintain a website where people can go to work!

Contact us to find out more about how to become a Site Sponsor.

Corporate Headquarters:
Toll Free Phone: (866) 225-9067
Toll Free Fax: (877) 825-7564
L9 P23 R4074 HWY 596 - Box 109
Keewatin, ON P0X 1C0

Job Board Posting



Careers.Indigenous.Link

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Marketing Representative

Job ID	58165-en_US-1281	
Web Address	https://careers.indigenous.link/viewjob?jobname=58165-en_US-1281	
Company	TC Energy	
Location	Toronto, ON	
Date Posted	From: 2019-05-15	To: 2050-01-01
Job	Type: Full-time	Category: Resource Sector

Description

Marketing RepresentativeReference Code: 58165

Location: Canada (CA) - Toronto, ON Job Category: Facilities; Marketing/TradingEmployment Type: Employee Full-timeRelocation Eligibility: This position is not eligible for our relocation programApplication Deadline: 05/26/2019 We all need energy. It warms our homes, cooks our food, gives us light, and gets us where we need to go. It also improves our quality of life in countless other ways. At TC Energy, our job is to deliver that energy to millions of people who depend on it across North America. And we take our job very seriously. Guided by our values of safety, integrity, responsibility and collaboration, we develop and operate our facilities safely, reliably and with care for our impact on the environment. With our presence across the continent, our people play an active role in building strong communities. We're proud of how our hard work and commitment sets us apart and benefits society, every day. We're looking for new team members who share our values and are ready to take on exciting challenges. The opportunityTC Energy's Canadian Natural Gas Pipelines Eastern Markets team is looking for Marketing Representatives to join our team. We rely on our Marketing Representatives to position TC Energy as the pipeline company of choice for customers and the preferred transportation provider for gas from the Western Canadian Sedimentary Basin (WCSB) and Eastern Canadian supply points, by strategically managing customer transportation accounts, effectively resolving issues related to transportation service, and developing effective relationships with customer representatives. Reporting to Marketing - Eastern Markets leaders, in these roles you will be responsible for commercial interactions with existing and new customers requiring natural gas transportation services on the Canadian Mainline and interconnected pipeline systems. Developing and maintaining relationships with customers, industry stakeholders, and internal groups will be critical to your facilitating solutions for new and existing transportation service requirements. What you'll do

- Manage the development of facility and commercial solutions to meet customer transportation service requirements from inception through the regulatory process to in-service
- Obtain comprehensive knowledge of market dynamics, as well as business drivers and priorities of our business partners, competitors and shippers so as to inform TC Energy in the development of strategies that impact our pipeline assets
- Develop and execute plans for key customers to meet strategic initiatives
- Understand TC Energy's commercial and corporate strategy initiatives, and build customers' awareness to enable successful implementation
- Perform analytical assessments to support development of business proposals and recommendations
- Facilitate resolution of customer service issues, often of a technical nature
- Negotiate on behalf of TC Energy with customers for transportation service requirements
- Communicate customer's positions and circumstances within TC Energy, and act as our representative when meeting with customers
- Identify and pursue expansion and development opportunities of the Canadian Mainline, NGTL, Foothills and other interconnected pipelines
- This position will involve interaction with customers located outside of Toronto, and business travel is required

Minimum Qualifications

- Bachelor's degree in Commerce, Management, Economics or Engineering
- Minimum 4 to 6 years of related or industry experience
- An alternative combination of education and experience may be considered

Preferred Qualifications

- Demonstrated business acumen, including a strong understanding of key business issues for natural gas markets, producers and storage
- Strong interpersonal skills and an ability to establish effective and relevant relationships with customers and internal clients to achieve business goals
- Demonstrated commercial negotiation skills
- Strong written and verbal communication skills
- Ability to coordinate cross-functional teams to identify, develop and implement business opportunities
- Working knowledge of TC Energy's pipeline system, including the Mainline, NGTL and Foothills Systems, existing Tariff services, and an ability to make service recommendations based on customer needs
- Knowledge of industry infrastructure in Canada and the US including physical flow capabilities and limitations within pipeline and storage systems, market factors affecting supply/demand, natural gas transportation services and storage, and generally accepted practices for conducting business in the industry
- Working knowledge of regulatory environment and requirements to support TC Energy's commercial initiatives
- Demonstrated team player

About our businessOur 92,600-kilometre (57,500-mile) natural gas pipeline network is positioned in two of the most prolific and lowest cost basins in North America - the WCSB and the Appalachian Basin. Our systems are well placed to meet the continent's growing demand for clean-burning natural gas. We supply more than 25 per cent of the clean-burning natural gas consumed daily across North America. To learn more, visit tcenergy.com/operations/natural-gas/ Apply now!Apply to this posting by 05/26/2019 using reference code 58165. You must apply through our jobs system at jobs.tcenergy.com. Only applications submitted through our system will be acknowledged. Use a desktop or laptop computer to

avoid system errors. TC Energy is an equal opportunity employer. Learn more Visit us at [TCEnergy.com](https://www.tcenenergy.com) and connect with us on our social media channels for our latest news, employee stories, community activities, and other updates. Thank you for choosing TC Energy in your career search. Â * Depending on qualifications, the successful candidate may be offered a position at a more appropriate level and/or ladder. * Applicants must have legal authorization to work in the country in which the position is based with no restrictions. * All positions require background screening. Some require criminal and/or credit checks to comply with regulations. * TC Energy is an Equal Opportunity Employer and is committed to provide employment opportunities to all qualified individuals, without regard to race, religion, age, sex, color, national origin, sexual orientation, gender identity, veteran status, or disability. Accommodation for applicants with disabilities is available on request during the recruitment process. Applicants with disabilities can request accessible formats or communication supports by contacting careers@transcanada.com.

For more information, visit [TC Energy for Marketing Representative](#)