



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.Link's 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.

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Job Board Posting



Careers.Indigenous.Link

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Senior Business Development Representative, Liquids

Job ID	59062-en_US-1372		
Web Address	https://careers.indigenous.link/viewjob?jobname=59062-en_US-1372		
Company	TC Energy		
Location	Calgary, AB		
Date Posted	From: 2019-07-08	To: 2050-01-01	
Job	Type: Full-time	Category: Resource Sector	

Description

Senior Business Development Representative, LiquidsReference Code: 59062

Location: Canada (CA) - Calgary, AB Job Category: Business DevelopmentEmployment Type: Employee Full-timeRelocation Eligibility: This position is not eligible for our relocation programApplication Deadline: 07/10/2020 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 OpportunityOur Mainline Liquids Business Development team is evolving to meet the needs of our growing business and we are expanding our presence in Calgary to develop business opportunities in our liquids business area. We are seeking an enthusiastic and highly skilled candidate who has knowledge and experience in creating business opportunities where they normally may not exist. You have the proven skills, competencies and capacity to identify creative, value-adding solutions through investment opportunities and new service offerings in the liquids midstream business. You have supported large development projects in North America. What you'll do

- Identify and develop key crude oil business opportunities that leverage TC Energy's existing Mainline assets and contribute to the company's growth objectives across North America
 - Lead commercial activities through each stage of project development (from initial prospecting through project implementation)
 - Effectively interact and communicate with internal stakeholder groups, including Engineering, Operations, HR, Legal, Finance, Evaluations, Tax, and Risk, leading these groups through the business development process
 - Frame and identify issues and risks that may, either separately or cumulatively, derail the business development opportunity and create strategies to positively mitigate these challenges
 - Examine strategic investment opportunities that align with and/or support the Mainline Liquids Development growth plan, and are appropriate and realistic to continue pursuing, factoring in market competitiveness and the company's strategies and priorities
 - Identify and evaluate competitive service offerings that add value to the existing Mainline business and align with the company's strategies and priorities
 - Negotiate and establish contract agreements with counterparties to pursue and underpin growth opportunities
- Minimum qualifications
- 10+ years of experience developing business opportunities for crude oil
 - Bachelor's degree, preferably in Business, Economics, Engineering, or other related field
 - Understanding of business economics, market dynamics and netbacks
 - Experience with assets that are, or will be, regulated by the Canada Energy Regulator, US Pipeline and Hazardous Materials Safety Administration and/or US Federal Energy Regulation Commission. A strong understanding of the regulations administered by these regulatory agencies is an asset
 - A creative and questioning mind that is not derailed by obstacles along the way
 - Demonstrated strong collaboration and social skills that enable you to build strong, positive relationships with internal resources and partners in order to efficiently propel projects forward
 - Demonstrated strong communication skills with an ability to clearly and effectively communicate with peers and senior leaders
 - Alignment with TC Energy's values of: Safety, Integrity, Collaboration and Responsibility

Preferred qualifications

- A strong network of potential customers in Canada and the United States: producers, refiners, aggregators and/or commodity traders

Additional role requirements

- Ability to travel within North America

About our businessTC Energy is a leading energy infrastructure company in North America. We have three complementary businesses of natural gas pipelines, liquids (oil) pipelines, and power generation. Our operations span three countries, seven Canadian provinces, and 34 U.S. states. Our 4,900-kilometre (3,000-mile) liquids pipeline system ties growing continental oil supplies to key markets and refineries. The Keystone Pipeline System delivers approximately 20 per cent of western Canadian exports to key refinery markets in the U.S. Midwest and Gulf Coast, where it is converted into fuel and other useful petroleum products. Apply now!Apply to this posting by 07/10/2020 using reference code 59062. 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 moreVisit us at TCEnergy.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. * 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 Senior Business Development Representative, Liquids](#)