



Carbon Business Unit Director

The Organization

Wolf Midstream is a Calgary-based private midstream company backed by CPP Investments and was established in 2016. Wolf owns and operates a platform of companies focused on Western Canadian midstream infrastructure assets including the Access Pipeline System and the Alberta Carbon Trunk Line (ACTL).

Wolf values a strong commitment to health, safety and the environment and places a strong emphasis on our defining behaviours, Act Like Shareholders, Be Customer Focused, Be Courageous, Do the Right Thing and Own It!

The Opportunity

Having completed construction of the ACTL in early 2020, Wolf Carbon now offers a fully integrated, world scale carbon capture, utilization, and storage (CCUS) system capturing, transporting, and sequestering CO₂ that would otherwise be emitted to the atmosphere. The ACTL system is the foundation of an expandable network capable of facilitating carbon mitigation options for emitters over the long term and will support significant future emissions solutions, new utilization pathways, and innovation in the carbon capture space. The Carbon Business Unit has a focus on leveraging our existing ACTL infrastructure, commercial and technical expertise in the CCUS space, and strong equity support to grow our carbon infrastructure business.

This exciting new role will provide senior level leadership to the Carbon BU business development activities with a strong focus on integrating technical, commercial and policy aspects to create transactable decarbonization solutions for our customers. This is an excellent opportunity for a proven individual with an exceptional history of high performance and business development success to be a senior contributing member of the team, creating and furthering opportunities in one of the fastest accelerating markets in North America.

Key Responsibilities

Leading business development opportunities within the Carbon BU including:

- Report to the Carbon BU President and work closely with the Carbon BU and Wolf Platform team.
- Identify, evaluate, and execute upon growth opportunities that align with the strategic direction of Wolf.
- Develop and nurture relationships with customers and stakeholders.
- Understand and track key trends in the carbon and hydrogen marketplace including government policy.
- Leverage knowledge of emitters priorities, government policy, financial structuring, and technical possibilities while tracking key industry and regulatory trends to develop and pitch infrastructure opportunities to customers.
- Write investment materials for presentation internally and to the Wolf Board and Shareholder.

Qualifications and Experience

Skills:

- Strong business development experience with a track record of identifying, structuring and closing on greenfield opportunities.
- Ability to summarize and present complex ideas.
- Creativity and problem solving to develop and execute on solutions in a developing industry.
- Diplomacy with a focus on bringing multiple stakeholders together to overcome barriers and advance infrastructure projects.



- Strong commercial aptitude and understanding with a track record of identifying and successfully pursuing new opportunities.
- Understanding of government policy and regulatory landscape.
- An understanding of the carbon capture, utilization, and storage sector.
- Ability to play many roles on a small, execution-focused team where there will be little ability to rely upon others to complete the work.

Education:

- Undergraduate or graduate degree in Finance, Business, Engineering, Science or Technology.

Experience:

- 12-20 years related experience in the energy industry, preferably with a financial background and experience identifying, evaluating, and presenting investment opportunities.
- Excellent writing, presentation, communication, and interpersonal skills to interact with stakeholders.
- Must be a self-starter with strong problem-solving skills and an ability to work in a fast-paced fluid work environment.

Rewards

Wolf Midstream is an equal opportunity employer with a competitive compensation package which includes full benefits.

Interested candidates should submit resumes to careers@wolfmidstream.com by February 5, 2021. We thank all for their interest; however only those considered for an interview will be contacted.