



## **Manager, Land & Joint Venture**

As an integral member of Canlin's Team the Manager, Land & Joint Venture is responsible for the management of the Land & Joint Venture business activities and directly handles negotiations and acquisitions in support of the business. This is a dual stream first level managerial role that requires the Manager to carry out complex land and joint venture negotiation activities, drafting of Land & Joint Venture agreements and leads a small team of Land & Joint Venture Representatives who are responsible for routine day to day Land & Joint Venture work. Responsibilities include but are not limited to:

- Develop and implement land and joint venture strategies to optimize Canlin's assets. in collaboration with technical team members.
- Accountable for negotiations, acquisitions, and retention of core mineral rights.
- Identify and source tuck-in acquisition, farmin, farmout and pooling opportunities.
- Negotiate, draft and interpret various types of land agreements.
- Support the Business Development team by providing Negotiation, Land & Joint Venture expertise.
- Prepare and/or participate in evaluation economics for land opportunities and development projects.
- Identify and source 3<sup>rd</sup> party volumes for Canlin owned facility infrastructure.
- Collaborate with Operations, Midstream to ensure competitive joint venture service fees are implemented for 3<sup>rd</sup> party use of owned infrastructure.
- Establish and maintain positive business relationships with industry partners.
- Monitor industry activity and keep team members informed.
- Support and mentor the Land & Joint Venture Administration team.

## **Qualifications And Skills**

- 7-15 years of mineral land & joint venture experience.
- Business Degree, Petroleum Land Management designation preferred.
- Exceptional ability to build strong relationships internally & externally.
- Possess excellent business acumen and have a positive professional attitude.
- Strong understanding of technical and regulatory issues related to Land and Joint Venture matters.
- Ability to effectively manage projects, be highly organized and detailed oriented.
- Intermediate user level of Geoscout & common industry public data sources.
- Efficient user of MS Office Products & Evaluation tools.