



POTEN & PARTNERS

Position: Senior LNG Consultant

Location: Houston, TX

Poten & Partners, Inc

Poten is the world's premier advisor on commercial, economic, and technical issues for LNG, and a leader in consulting services to the international natural gas industry. Many of our team members are world experts in their fields and have held senior positions in major energy companies. We advise international oil and gas companies, national oil companies, shipping companies, financial institutions, gas and power utilities and project companies on LNG and gas. The group comprises about 40 professionals in Houston, New York, London, Singapore and Perth. We operate as small teams in a flat organization.

We are Seeking

A senior LNG and natural gas consultant to join our Americas LNG consulting practice. This is an opportunity to play an important part in the extraordinary gas and LNG boom in North America and efforts to meet the burgeoning energy demand in Latin America and the Caribbean. We advise some of the largest energy development projects ever done, delivering the cleanest hydrocarbon fuel to growing markets for decades to come.

Job Description: Senior LNG Consultant

Poten seeks a senior consultant to join its growing Americas practice in Houston. The Americas team supports clients in LNG procurement, marketing and sales; strategy, project structure and investment support for LNG producing ventures and import terminal projects; and the interface between North American gas and the international LNG markets. It works closely with Poten's lead technical and LNG shipping functional experts, who are based in Houston.

Primary responsibilities of the successful candidate will be to:

- Lead and participate in multidisciplinary LNG and natural gas consulting teams to develop and deliver highest quality, tailored consulting reports focused on critical client issues and decisions.
- Develop and apply analysis, tools, models and other intellectual capital on the transformation of the North American gas market and its interface with the evolving worldwide LNG industry.
- Lead and participate in LNG business development and marketing activities with particular focus on North America, including direct client contact via meetings and telephone calls and development of high-impact marketing materials.

Required Qualifications

The successful candidate will have more than a decade of relevant experience in the global LNG and North American gas industries on commercial, market and strategy issues. An economics or engineering degree with an MBA or equivalent is preferred. Previous consulting experience is highly desirable.

The successful candidate will demonstrably possess the following skills:

- Communication
 - Expresses complex ideas simply, clearly and accurately, verbally or in writing
 - Organizes reports and other communications around a compelling story line
 - Interacts easily, comfortably and respectfully with clients and colleagues, from mid-level professionals to senior decision-makers, from a wide variety of cultures and backgrounds
- Organization
 - Implements appropriate scheduled, checklists, files and data bases to efficiently and effectively deal with large amounts of information
 - Manages teams of consultants to perform complex client work and initiatives
 - Sets and accomplishes goals and prioritizes workload
 - Completes tasks under time pressure
- Analysis
 - Quickly and thoroughly analyse complex problems
 - Develops and applies complex spreadsheet models
- Drive
 - Genuine deep interest and curiosity regarding all aspects of the LNG industry
 - Seeks to best assist and support clients worldwide
 - Self-motivator capable of working independently
 - High energy and desire to succeed
 - Establishes positive and proactive relationships across the LNG consulting team and with clients worldwide
 - Works to continually improve consulting skills and expertise

Spanish language fluency is a plus.

Application Process

If you are interested in this opportunity, please email sthompson@Poten.com with "Senior LNG Consultant" in the subject line.

Poten & Partners is an Equal Opportunity Employer.