



EXCO Resources, Inc. is a private independent oil and natural gas company engaged in the acquisition, development and exploitation of onshore North American properties. Our operations are focused in key North American oil and natural gas producing areas including East Texas/North Louisiana, South Texas and Appalachia. Our headquarters are in Dallas, TX.

We are currently looking for a Gas Marketer:

**Primary Objective:**

Monitors industry pricing and trends and negotiates profitable sales contracts. Manages natural gas volumes on various pipelines by balancing production capacity and developing sufficient customer markets and sales. Provides direction of gas flow in accordance to daily sales, communicates with Gas Control regarding day-to-day transactions and communicates with others regarding operations (i.e. restrictions, maintenance impacts, OFOs, etc.).

**Major Functions and Scope:**

- Works with field personnel, engineers and gas control to optimize revenue and minimize imbalances, cash outs and penalties.
- Negotiates and executes daily, monthly and term sales while monitoring purchasers' credit balances.
- Communicates with the midstream companies, customers and downstream pipelines to manage natural gas nominations and ensure a seamless flow of gas.
- Enters nominations in gatherer and pipeline electronic bulletin boards based on transactions with customers.
- Monitors pipeline and gatherer imbalances to minimize cash outs and penalties.
- Manages take-in-kind decimals with gatherers and gas balancing.
- Maintains record of sales volumes and actual volumes.
- Enters transactions and maintains volumes within marketing software.
- Reconciles pipeline statements, gathering statements, and purchaser statements.
- Verifies and approves transaction confirmations.
- Investigates pipeline availability and capacity for new drilling operations, primarily in the Haynesville basin.
- Communicates with operations staff and gatherers to ensure timely connections to newly drilled wells.
- Grows customer base by maintaining and creating new industry relationships.
- Prepares sales confirmations and base contracts in accordance with established procedures and customer requirements.
- Performs market research and analyzes market trends, pricing and pipeline capacity to maximize profits and advise on long range business planning.



- Participates in negotiating long-term transportation and gathering agreements.
- Provides support to management throughout legal proceedings and investigations.
- Monitors outside operated wells and sets up take in kind with other operators and gatherers.
- Performs other related duties and/or special projects as required.

## **REQUIRED QUALIFICATIONS**

### **Education and Knowledge:**

Bachelor's degree in related field or equivalent work experience. Developed knowledge of oil and gas production operations.

### **Experience:**

3-5 years of experience in oil and gas industry – Producer Services.

### **Competencies:**

Effective written and oral communication and strong negotiation skills. High degree of initiative and independent judgment. Able to prioritize multiple projects. Work well under pressure, meeting deadlines consistently. Well-developed analytical and problem solving abilities. Ability to research information. Strong attention to detail; ability to perform duties with a high level of accuracy. Computer skills; word processing and spreadsheet software capabilities.

Please submit resume and cover letter to: [kaymond@excoresources.com](mailto:kaymond@excoresources.com)

Website: [www.excoresources.com](http://www.excoresources.com)

Address: 12377 Merit Drive, Suite 1700  
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*We are an equal opportunity employer and all qualified applicants will receive consideration for employment without regard to race, color, religion, sex, sexual orientation, gender identity or expression, pregnancy, age, national origin, disability status, genetic information, protected veteran status, or any other characteristic protected by law.*