



Job Title: Manager of Business Development

Location: Houston, TX

Experience Required: Minimum of 10 years

Education Required: Bachelor's Degree preferred

Position Type: Full Time

Kinetica Partners LLC was formed in 2009 to acquire and/or develop assets in the natural gas midstream business, with a primary focus on gas gathering, treating, processing, and transmission. Kinetica has since established itself as an essential midstream service provider in the Gulf of Mexico operating an extensive network of pipelines and key infrastructure vital to producers in the Gulf. Kinetica has built its reputation on reliability, availability, and operational excellence for its customers.

Kinetica was acquired by Eckard Midstream LLC in 2023 as a platform to build a billion-dollar midstream presence that is free from debt and capitalized with 100% private capital.

JOB SUMMARY

The Manager of Business Development reports directly to Kinetica Partner's VP of Business Development/Commercial and is responsible for identifying growth opportunities, developing strategic partnerships, and expanding market presence. Skilled in managing client relationships with upstream, midstream, and downstream operators while driving revenue through pipeline construction, maintenance, and integrity service contracts. Proven ability to analyze market trends, prepare competitive bids, and negotiate commercial agreements for large-scale pipeline projects. The Manager of Business Development collaborates closely with engineering, operations, and project management teams to deliver tailored solutions that meet client needs and regulatory requirements. Strong background in contract management, proposal development, and stakeholder engagement within the energy infrastructure industry.

ESSENTIAL RESPONSIBILITIES AND DUTIES INCLUDE BUT NOT LIMITED TO THE FOLLOWING

- Commercial optimization across existing assets
- Supply & Demand Contract/New/Revisions/Extensions
- Manage and support external contractual relationships
- Customer lunches/dinner/entertainment
- Green and Brownfield project development
- Internal meetings with cross functional team
- Proposals and value chain evaluations
- Liquid/Pigging SPL allocations
- Connection evaluations
- FERC reviews/rates/technical conference
- LNG Project coordination
- Revenue budgeting
- Joint Ventures

- Aging report/tracking
- Internal Invoice Review
- Abandonment review/equipment sales
- Measurement issues/Imbalance issues/ Gas quality issues
- Hurricane/Outage response
- Scheduling/Postings

QUALIFICATIONS/REQUIREMENTS

- A bachelor's degree is preferred
- Minimum of 10 years of job-related experience
- Project management experience
- Strong written and verbal communication skills
- Knowledge of Microsoft Excel, Word, Outlook, and PowerPoint

BENEFITS

- Company paid premiums for health, dental, and vision insurance for employee.
- 401k match 100% up to 6% of annual base salary.
- Company paid life insurance.
- Company paid short- and long-term disability insurance.
- Paid vacation, sick, & holiday time.

CONTACT INFORMATION

Please send resume and cover letter to: careers@kineticallc.com

Please note this job description is not designed to cover or contain a comprehensive listing of activities, duties, or responsibilities that are required of the employee for this job. Employees must be willing and able to perform other duties as assigned. Duties, responsibilities, and activities may change at any time with or without notice.