



**PRESIDENT
MARCELLUS SHALE COALITION, PITTSBURGH, PA**

PERFORMANCE PROFILE

BACKGROUND

Founded in 2008, the Marcellus Shale Coalition (MSC) is an organization committed to the responsible development of natural gas from the Marcellus Shale and other geological formations and the enhancement of the region's economy that can be realized by this clean-burning energy resource. A nonprofit membership-driven organization led by a 45-member board with more than 240 member companies, the MSC's membership accounts for nearly all of the drilling and pipeline companies operating in the Commonwealth of Pennsylvania, and a wide range of key products and service providers comprising the industry's vibrant supply chain. The MSC works with exploration, production, midstream, and supply chain partners in the Appalachian Basin and across the country to address issues regarding the production of clean, job-creating, American natural gas. To do so, the Coalition is focused on advancing its members' legislative and regulatory priorities to enhance the business climate for industry. The MSC provides in-depth information to policymakers, regulators, media, and other public stakeholders on the benefits of responsible natural gas production for families, businesses, and communities across the region.

The MSC and its member companies are fast-moving and dynamic, and as a result the MSC is seeking President candidates who work in a manner consistent with its culture. The MSC has grown to 16 full-time staff and a budget in excess of \$10 million in the last two years to support the needs of the members in this high-growth industry. The MSC has offices and staff in the Pittsburgh airport area, as well as in Harrisburg, Philadelphia, Wilkes-Barre and State College, PA.

More information can be found by visiting www.marcelluscoalition.org.

POSITION OVERVIEW

The first five years of the MSC's existence have been largely in start-up, characterized by rapid growth, expansion, agenda development, marketing and relationship building. As the organization moves into maturity, a strategic leader who can refine the approach and ensure alignment of resources is needed.

The headquarters of the MSC is located in Pittsburgh; however this position has significant, regular travel within and outside of the Commonwealth. This position reports to the Executive Board of the MSC, but is also responsible to the entire Board of the Coalition and to the Associate Members of the MSC. The MSC is a "member driven" trade association, and the President is expected to balance the needs of a number of diverse companies doing business in the Marcellus. There are four Vice Presidents and one Executive Assistant that report to the President. The President is responsible for marshaling the resources to tactically advance the strategic agenda that is developed by the Board, in conjunction with the President. Additionally, the President is responsible for:

- **Legislative/Regulatory:** Develop and maintain high-level relationships with members of the General Assembly and the Executive Branch agencies, while fully utilizing MSC legislative affairs staff and leveraging MSC member company representatives for successful strategic development and execution.

- **Membership:** Work closely with the Board and Associate Member companies to ensure that, where possible, the industry is speaking with “one voice”. The President will support, develop, maintain and grow the membership of the MSC.
- **Operations/Personnel:** Serve as internal leader of the organization, regularly reviewing staffing, providing an annual review of all senior staff both to the individual staff member and also to the Executive Board; overseeing the preparations of all Executive Board meetings and directing the oversight of all Board and Membership meetings; regularly report to the Executive Board on the growth of the organization, the reputation of the industry in the state and the ongoing work of the MSC.
- **Strategy:** Develop and advance a policy agenda by obtaining input from the MSC members to refine and deliver a workable strategy for promoting the industry to a wide audience. This agenda will consider the industry's business drivers and the political climate, and will maximize the ability of the MSC members to achieve long-term operational, education, and economic goals.
- **Finance:** Working with the VP of Finance and Administration, develop and manage organizational budget, as well as work to ensure that organizational resources are aligned with priorities. Raise funds for necessary strategic initiatives.
- **Committees:** Ensure that committees of the MSC are properly supported, staffed and communicated with, so as to be effective with their stated goals.
- **Conference/Meetings:** Ensure that the annual conference, significant public and member forums and monthly membership meetings are effective, well attended and achieve their objectives.
- **External relations:** Effectively work with other trade associations at the state and national level in support of natural gas initiatives, business growth and new opportunities for natural gas use in the United States. The President will be a “reliable source” of information to the public about the Marcellus Shale Coalition, its standards and its membership. The President will be the chief spokesperson for the MSC, but should also be able to effectively communicate on positive business issues, matters of importance to the state and matters of importance to the industry.
- **Public Relations:** The President, working in concert with MSC staff, will seek opportunities to publicly promote the Marcellus Shale industry with the media. Manage the consultant support of the MSC, with a focus of expanding the economic and environmental attributes of this industry for the Commonwealth.

KNOWLEDGE, SKILLS AND ABILITIES

The President of the MSC will be a demonstrated collaborative thinker and leader with an ability to shift and pivot priorities based on the needs of the industry and the members of the MSC. The President must be a known leader in the Commonwealth, with deep and trusted relationships at all levels of PA state government, and also have an ability to manage a large trade group with a proven staff of leaders. The President of the MSC will also be a creative thinker who is willing to engage with other trade associations to reach common ground on achieving public support for the natural gas industry in Pennsylvania and, also, the United States. The ideal President candidate also has a blend of the following:

- At least 15 years of senior leadership experience in the corporate, government or association management field, ideally in Pennsylvania
- Proven supervisory and leadership experience; able to lead development and execution of programs in collaboration with colleagues
- Strong written and oral communication skills
- Demonstrated technical fluency regarding regulatory issues facing the energy sector or other industrial sectors required. Technical knowledge of and fluency in issues pertinent to the oil and gas industry preferred.
- Strategic sensibilities, with the ability to proactively anticipate future needs and issues



- An effective internal leader, who is able to build trusting and empowering relationships with staff
- A consensus builder who can work with individuals representing different points of view
- Proven experience advancing a campaign leveraging grassroots, public relations, partner organization, media, legislative and other strategies
- Undergraduate degree in science, engineering, communications, business, or law, with an advanced degree in a related field

COMPENSATION

This exempt, salaried position has an attractive compensation and benefits package consistent with other membership and industry support organizations of similar size, scope, scale and industry focus.

TO APPLY

Qualified individuals may apply confidentially by submitting resume, cover letter and compensation requirements as MS Word attachments to: resumes@vantagenllc.com. If desired, qualified and interested individuals may contact Todd Owens, Partner, Vantagen, at 412.315.6341 to confidentially discuss this significant opportunity. **Please reference the following in the subject line of your email: MSC, President #257-MH687. Materials must be received by Friday, September 27th, 2013.**

If you do not receive an email confirmation of your submission within 3 business days, please contact Dawn Kopp at Dawn.Kopp@VantagenLLC.com or 412-315-6332. Please direct all inquiries related to this position to Vantagen and do not contact the Marcellus Shale Coalition.

Marcellus Shale Coalition is an equal opportunity employer.

