



Crude Oil Representative—Wichita, Kansas

NCRA is an energy company that requires a wide variety of systems and processes to produce gasoline and diesel fuel ready to be used in cars, boats, trucks, and farm equipment. As a fuel producer, our roots and our purpose is to provide fuel for the farms of Mid-America.

NCRA's headquarters and refinery are located in McPherson, Kansas. NCRA was established in 1943, when 5 farmer cooperatives purchased the Globe Oil Refinery (in McPherson) to produce fuels for the farmers of mid-America, as the war had created fuel shortages. NCRA is currently owned by 3 member-owners: CHS, Inc., MFA Oil, and Growmark. The refinery processes 85,000 barrels per day, classifying it as a mid-sized operation. NCRA sales last year topped \$4 billion. With current expansion projects, a bright future is in store for the company and the employees that become a part of the NCRA family.

NCRA is currently seeking a Crude Oil Representative to join the Refinery Supply team at its Wichita, Kansas location. You will be expected to maintain relationships and negotiate purchasing terms with lease crude oil producers, and must be a detail-oriented, results-driven individual with a commitment to quality, accuracy and the ability to organize and prioritize workloads to meet deadlines. Excellent communication skills, both verbal and written, analytical skills, and negotiation skills, with a strong commitment to customer service and the ability to work in both a team environment and on self-directed tasks are necessary.

Primary responsibilities include, but are not limited to the following:

- ♦ Maintain continual contact with existing and new producers/operators for the purpose of acquiring the right to purchase crude oil and/or other liquid hydrocarbons.
- ♦ Negotiate with the oil producers/operators to purchase lease crude oil supplies within Company guidelines.
- ♦ Obtain information on wells being drilled or reactivated to insure that the company has opportunity to negotiate for purchase of any lease crude oil.
- ♦ Stay abreast of the regional oil industry to maintain knowledge of producer/operators, their leases, drilling prospects, oil prices and overall oil industry trends.
- ♦ Compute economic feasibility of prospective crude oil purchases, reviews economic feasibility of present production, assesses future production potential, determines availability of production potential, determines availability of pipeline connections, and is responsible for the cost of gathering.
- ♦ Monitor and update transportation methods for all existing and developing purchase areas.
- ♦ Maintain a positive, ongoing personal relationship with all customers. Must maintain behavior that will not be detrimental to the company business and exhibit professional conduct at All times.
- ♦ Maintain a positive working relationship with support departments within the organization to foster a positive, successful work environment.

Candidates must have a Bachelor's degree (B. S.) in Business, Engineering, or related from an accredited four-year university; Up to 3 years crude oil industry experience in marketing, exploration, production, land accounting, or geology. More than 3 years oil industry experience, experience with purchasing and purchase negotiations, or experience conducting economic feasibility analysis are preferred.

Interested applicants! Visit our website for more information about the company and position, www.ncra.coop. Please send your resume, and cover letter by **February 10th** to:

NCRA Recruitment
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