



## **Available Job Opportunity: Business Development Manager**

Full-time role in Allen, TX, with some frequent travel required. Remote work will be considered upon request.

The Business Development Manager will play a pivotal role in identifying growth opportunities and sourcing new business for CapturePoint's CCUS Business. This position will require a broad understanding of CCUS, clean energy, upstream & midstream oil & gas, and relevant market trends. The ideal candidate will demonstrate outstanding abilities to lead negotiations with external CCUS customers, identify new business opportunities and strategically influence company revenue decisions.

### **Duties and Responsibilities:**

- Lead commercial relationships and negotiations with existing and potential customers, stakeholders and industry partners
- Identify prospects, lead negotiations, and prepare agreements with existing and new CCUS customers
- Evaluate economics for projects, prepare management presentations, and present investment opportunities for approval
- Identify and evaluate potential M&A opportunities
- Perform market and competitor analysis
- Collaborate with senior leadership, engineering and operations to evaluate progress and promote project development

### **Skills and Abilities:**

- Creative thinking with strong analytical and troubleshooting skills
- Proficient in Microsoft Excel and PowerPoint
- Must be flexible and able to work effectively in a dynamic environment
- Must possess well-developed interpersonal skills to manage, lead, and direct internal and third-party personnel
- Self-motivated and a strong communicator
- Capable of representing the company effectively to the local community in support of the CCUS Commercial team

### **Qualifications:**

- 7+ years of experience in analyzing and developing new business investment opportunities with customers
- Experience in generating new business opportunities
- Bachelor's degree in finance, accounting, business administration, economics, engineering or equivalent from an accredited institution

- Strong analytical and problem resolution skills
- Demonstrated leadership with strong presentation skills and the ability to influence a wide range of audiences
- Willingness to travel as needed (with potential periods of frequent travel)
- Valid documentation to work in the United States required (proof of US citizenship, permanent residency, or a relevant, valid, unexpired work visa or permit from an authorized US government agency)

**Benefits:**

- Competitive salary, bonus and 401(k) match
- Comprehensive health package (medical, dental, and vision)
- Traditional (40 hours/week onsite), Work from Home Friday, or 9/80 work schedules are available

**Apply** by sending your resume to [jobs@capturepointllc.com](mailto:jobs@capturepointllc.com). Indicate that you wish to be considered for the Business Development Manager position. We will contact you if you qualify for an interview. No phone inquiries please.