

## Senior Consultant - Canada

### Why join Kent/Kalibrate

The Kent Group Ltd, a Kalibrate Company, provides a broad range of data, research, analysis, and consulting services to the Canadian downstream (refining and retail marketing) petroleum industry.

For over 25 years, Kalibrate have been staying ahead of the curve in the fast-moving world of fuel and convenience retail. We were the first to use the power of data for making better decisions and today our artificial intelligence & machine learning solutions have turned data into smart, actionable tools. With over 300 clients in 70 countries, in mature and emerging markets, for clients large and small, our strategy and technology solutions empower fuel and convenience retailers around the globe to achieve greater value and success on their own terms.

It is an exciting time to join us as we have ambitious plans to grow over the next 5 years.

### Role purpose

This role is to lead Kent's existing Canadian-based industry consulting division which involves hands-on project leadership and consulting guidance for an extensive and diverse range of downstream petroleum-related consulting projects. These projects are typically focused in the areas of petroleum marketing economics, fuel price/regulatory structures and economics, downstream operations analysis, performance benchmarking, merger and acquisition analysis, and infrastructure analysis.

Specifically, the role requires a strong understanding of:

- Competitiveness factors relating to petroleum wholesale and retail marketing, as well as at the commodity (spot/rack market) level;
- Industry infrastructure related to the refining, transportation, storage, and marketing of petroleum products;
- Regulatory issues relating to all aspects of petroleum operations, including price regulatory structures;
- Performance metrics for petroleum marketers;
- Market dynamics relating to petroleum supply, demand and price, including the influence of crude, wholesale and local retail competitiveness factors;
- Comprehensive industry knowledge to support familiarization training to organizations involved in the downstream sector.

The Senior Consultant will report to the Managing Director of Kent and have the support

(and direct reporting responsibility) of an experienced research support staff.

## Who we're looking for

The ideal profile for this role will have the following characteristics:

- Canadian-based and a graduate with relevant university degree
- Ideally 10+ years' experience in the downstream petroleum sector or consulting within that or similar industry
- Practical experience and a keen interest in learning more about the fuel retail and broader downstream fuels industry
- Very strong communication skills - written, verbal and overall - very strong in executive presentation skills, working with communication tools such as MS Powerpoint, Word and other toolsets
- Very strong collaborative skills, able to collaborate across functions and with a variety of stakeholders
- Strong problem solving and analytical skills, able to distil complex challenges and create effective solutions

## Kent/Kalibrate values

### Lead the way

- You will lead Kent's consulting activities by developing vision, strategy, and action plans to support successful growth in Canada and beyond.

### Empower others

- You will leverage your broad experience and knowledge to empower both our clients and our core team.

### Challenge convention

- You will help develop and deliver unique and valuable perspectives on the downstream petroleum industry.

### Be genuine

- You will develop and foster strong and mutually beneficial relationships with our clients through a relentless focus on the highest quality deliverables and success measured through value generation for the client.

## Key skills and attributes

- Relevant educational background:
  - Minimum bachelor's degree in a relevant field, ideally MBA level or qualified to master's degree standard
- 10+ years working experience in the downstream petroleum industry or consulting within this or a related field
- Strong communication skills (written, verbal, presentation)
- Problem solving skills
- Analytical skills
- Basic data/modelling skills
- Team-oriented and strong collaboration skills
- Professional attitude and presence
- Fast learner with ambition to support growth
- Hard worker, willing to go the extra mile
- Trustworthy - delivers on all commitments and on time
- Canadian-based
- Willingness to travel for meetings/client engagements