

# North Region Transmission Function Employees Job Titles and Descriptions

JOB TITLE	JOB DESCRIPTION
MANAGER-GAS CNTRL	Provides supervision and direction to gas control employees. Oversees the gas control operations to ensure balanced conditions in control of pressure and flow of gas throughout the pipeline system. Directs analysis of past and projected gas supply and customer needs for development of operational plans.
VP-PIPELINE MANAGEMENT - SHARED SERVICES	Develops, negotiates, and administers transportation related agreements and strategies for the pipeline company to ensure customer satisfaction, loyalty, market growth and segmentation and value-added strategy initiatives. Ensures customer services and satisfaction through the development and implementation of innovative and quality marketing programs. Oversees the development and evaluation of transportation marketing opportunities and discounting strategies. Develops most cost effective means available for: transportation throughput, releasing capacity constraints, transporting off-system gas supplies, moving gas to off-systems customers, system storage. Has primary responsibility for engineering aspects of the organization's operations. This executive's functions typically include facilities planning, process engineering, maintenance and application of automation and advanced technology, and engineering work relating to new product development.
MANAGER-ENGINEERING RESERVOIR	An experienced, proven professional manages reservoir engineers and geologists within the Gas Storage Engineering department. Able to modify technical guidelines. Makes independent decisions that are typically not subject to technical review. May serve as a project manager on assignments requiring a broad knowledge of reservoir engineering. Usually requires at least twelve years experience and a B.S. or M.S. in Engineering or Geology.
DIRECTOR-BUSINESS DEVELOPMENT	Leads and participates in the entire business development process, including deal negotiations, structuring, project management, and transaction analysis. Does extensive market analysis to identify potential avenues for new business opportunities and promotes these opportunities with prospective customers. Develops strategies, initiates customer contacts, and originates new business opportunities, including acquisitions and capital projects. Coordinates communications on new project development. Identifies and analyzes a wide range of complex issues involving supply and demand of natural gas, keeps up-to-date of the competition, and provides value-added strategy initiatives.

CONTROLLER	Intermediate level position that operates pipeline facilities from the control center. Remotely monitors gas flows and pressures via SCADA to ensure safe and efficient operation of pipelines. Communicates effectively with field operations and customers. Responds to abnormal conditions and coordinates emergency communications. Has authority and accountability for remote operational functions to the pipeline facility.
ENGINEER-PIPELINE	Performs beginning-level technical support on projects of limited scope or portions of larger projects. Learns and practices engineering principles as they apply to company standards, procedures and operations. Develops solutions subject to review and evaluation by experienced engineers.
ACCOUNT MANAGER SR I & II, MARKETING	Manage and develop commercial relationships with both present and potential customers. Negotiation of commercial transactions and provides day to day customer service to customers. Recognized as expert within the group.
ENGINEER-RESERVOIR STAFF	As an experienced, proven professional handles complex reservoir engineering assignments. Able to modify technical guidelines. Level makes independent decisions that are typically not subject to technical review. May serve as a project leader on assignments requiring a broad knowledge of reservoir engineering. May supervise lower level engineers. Usually requires at least twelve years experience and a B.S. or M.S. in Engineering.
MANAGER-ACCOUNT SERVICES	Responsible for leading a team of individuals for managing customer related activities for TGP including: 1) preparation and evaluation of monthly invoices in compliance with Tariffs and SOX controls, 2) training customers about details on services offered, information and reports available, 3) responding to and resolving customer inquiries and issues 4) providing guidance and support of the conversion of existing proprietary transportation systems to DART, 5) review and reporting of Account Receivables, 6) providing technical business solutions throughout the organization, and 7) Managing all aspects of the group's Compliance Program
COMMERCIAL-CONTRACT ADMINISTRATOR (Various Levels)	Job description is a general overview of responsibilities and may vary by pipeline and level. Contract processing for service requests and administers contractual rights as defined by the Tariff. Works closely with the customer, Commercial, Legal and Regulatory to ensure FERC processes and reporting requirements are followed. Capacity Release assistance to customers and administers the program in accordance with the Tariff and NAESB. Quarterly FERC Index of Customers processing. Facilitates name changes and company mergers.
DIRECTOR-COMMERCIAL CONTRACT ADMIN	Oversee the adherence to policies and procedures in the interpretation of tariffs, NAESB rules, and company policy for contracting and reporting services across all the interstate regions. Responsible for overseeing the duties associated with the set up and maintenance of contract, rates, pathing, billing and transaction level information in the DART system. Advise and assist managers with issue resolution beyond the normal. Point of Contact for Legal and Regulatory for proceedings involving contracts.
MANAGER-COMMERCIAL CONTRACT ADMIN	Supervises Contract Administrators on day-to-day tasks and in the interpretation of tariff, NAESB rules, and company policy for contracting and reporting services on the interstate pipelines. Advise Contract Administrators on issue resolution with customers. Stay informed of NAESB standards and changes to insure compliance. Interacts with Commercial, Scheduling, Legal and Regulatory on new services or changes to services. Research and respond in legal and audit matters involving contracts.

PIPELINE SCHEDULER (Various levels)	Responsible for coordinating daily pipeline scheduling activities, responding to customer inquiries, analyzing and resolving issues regarding pipeline scheduling, and performing daily processing activities including, nominations, confirmations, imbalance management and volume allocations.
MANAGER- PIPELINE SCHEDULING	Responsible for the management of daily pipeline scheduling activities including ensuring the accuracy of any scheduling capacity allocations, nominations, confirmations, imbalance management, physical volume allocations, writing and posting critical notices and application support.
DIRECTOR-PIPELINE SCHEDULING	Responsible for the management of daily pipeline scheduling activities including ensuring the accuracy of any scheduling capacity allocations, nominations, confirmations, imbalance management, physical volume allocations, writing and posting critical notices and application support.
REP-SCHEDULER III	Job description is a general overview of responsibilities and may vary by pipeline. Has industry and or natural gas scheduling experience. Requires limited supervision. Has a medium to standard workload. Responsible for assisting shippers with nomination issues, confirmation of locations, clearing of cut queues and running system balance. Responsible for insuring accurate volume allocations of assigned locations and resolving any issues for the monthly invoice and accounting close. Responsible for making sure OBA statements are sent out and signed by operators for assigned locations monthly. Responsible for related activity for on-call rotation, holiday coverage, and back up for DSR . Understands most of "concepts" associated with region pipelines including basic contract knowledge. Mostly reactive in nature. Fully aware of SOX Controls and all compliance responsibilities.
REP-SCHEDULER LEAD	Job description is a general overview of responsibilities and may vary by pipeline. Has multiple years of experience. Has an expert level of understanding of all pipes within region of responsibility for both confirmation and scheduling. Extremely proactive and provides work direction for others. Has primary training responsibility for others. Primary tester for system change. Responsible for making sure OBA statements are sent out and signed by operators for assigned locations monthly. Responsible for related activity for on-call rotation and holiday coverage. Able to step in if manager is not available and report numbers in AM/PM meetings, conduct customer meetings, assist with resolving customer issues. Fully aware of SOX Controls and all compliance responsibilities.
VP - PIPELINE ADMINISTRATION	Oversees the management of scheduling, contract administration activities for all pipes in all regions. Develops strategies for both the Scheduling and Contract Administration areas to create a balance between customer satisfaction and pipeline efficiency. Reviews and approves significant EBB postings. Ensures all SOX Controls and other compliance requirements are followed throughout the department. Oversees the Business Process Management for system changes. Company representative for NAESB related activities. Ensures customer issues are resolved in a prudent manner balancing the needs of the customer and pipeline.
ACCOUNT DIRECTOR	Markets Kinder Morgan to both present and potential customers. Directs account management activities for all aspects of customer business. Negotiates and prepares agreements for the transportation and storage of natural gas. Develops an effective working relationship with Kinder Morgan management and the management of connecting carriers.

VP-OPS	Directs, plans, and controls the continuous and safe operation, maintenance, and improvement of the transmission systems for assigned work locations. Focuses on safety, compliance, reliability, efficiency, cost management, and innovation. Manages construction and O&M activities. Directs employees and contractors in operation and maintenance of natural gas facilities and equipment.
DIRECTOR-ACCOUNT SVC	Plans and directs the commercial marketing functions of an assigned area, including the development, negotiation, administration, and control of transportation and storage agreements. Directs and participates in strategic planning for transportation and storage agreements to meet existing and future delivery requirements. Builds and maintains close working relationships with customers.
MANAGER-COMMERCIAL, MARKETING	Manages the activities in the following areas: Negotiation of short-term sales (less than one year) for firm and interruptible balancing, storage, and transportation services, operational gas purchases and sales, coordination and execution of capacity auctions and revenue forecasting. Additionally, develops, negotiates, and administers transportation agreements and strategies through the development and implementation of innovative and quality marketing programs to ensure customer satisfaction, market growth, and value-added strategy initiatives.
DIRECTOR-GAS CNTRL	Provides direction to gas control Managers and employees. Responsible for developing new and improving existing practices. Directs analysis of past and projected gas supply and customer needs for development of operational plans.
CONTROLLER SR	Operates pipeline facilities from the control center using advanced knowledge of gas flow, compression, regulations, and SCADA. Communicates effectively with field operations and customers. Participates in planning, scheduling, and implementing facility operations, shutdowns, and start-ups. Responds to abnormal conditions and coordinates emergency communications. Has authority and accountability for remote operational functions to the pipeline facility.
ACCOUNT MANAGER I & II, MARKETING	Manage and develop commercial relationships with both present and potential customers. Negotiation of commercial transactions and provides day to day customer service to customers.
CONTROLLER LEAD	Leads and directs the work of other Controllers as a subject matter expert. Has shift dispatching responsibility in the control center. Participates in planning, scheduling, and implementing facility operations, shutdowns, and start-ups. Makes decisions in response to abnormal conditions and emergencies. Has authority and accountability for remote operational functions to the pipeline facility.

CHIEF OPERATING OFFICER - GAS PL	Directs the continuous operation, maintenance, and improvement of the entire pipeline system. Responsible for the planning, administration, and control of capital, operating, and other budgets for the entire system. Provides overall direction to and management of the engineering function. Responsible for insuring the technical integrity of the transmission system. Establishes and assures the proper administration of engineering policies, procedures, standards, codes, and programs in a manner consistent with company, governmental, and professional requirements.
ANALYST-ACCOUNT SVC SR II	Provides a variety of analytical services that support and promote the Business Management Department including analysis in the following areas: highly technical volume allocations for a select group of large complex customer services, financial (budgets/forecasts/tracking/reporting), Systems/IT (monitoring for accuracy, project requirements and user testing), and Revenue (preparation and generation of monthly invoices and tracking collections). Investigates and aids in the resolution of customer inquiries or disputes. Provides support for internal projects that support customer activities.
MANAGER IC-CAPACITY PLANNING	Manages Kinder Morgan's storage capacity with emphasis on optimizing profitability and enhancing physical operations. Directs the development of studies, summaries and models depicting financial and operational impacts. Makes decisions regarding pipeline and storage capacity and presents information to management for decision-making.
CONTROLLER ASC	Entry level position that operates pipeline facilities from the control center. Remotely monitors gas flows and pressures via SCADA to ensure safe and efficient operation of pipelines. Communicates effectively with field operations and customers. Responds to abnormal conditions and coordinates emergency communications. Has authority and accountability for remote operational functions to the pipeline facility.
DIRECTOR-COMMERCIAL, MARKETING	Directs the activities in the following areas: Negotiation of short term sales (less than one year) for firm and interruptible balancing, storage, and transportation services, operational gas purchases and sales, coordination and execution of capacity auctions and revenue forecasting. Additionally, develops, negotiates, and administers transportation agreements and strategies through the development and implementation of innovative and quality marketing programs to ensure customer satisfaction, market growth, and value-added strategy initiatives.
ANALYST-COMMERCIAL II, MARKETING	Responsible for supporting the Commercial Group with regard to monitoring overall sales activity and providing support on new business opportunities.

VP-TRANSPORTATION/STORAGE	Job description is a general overview of responsibilities and may vary by pipeline. Oversees the management of scheduling and contract administration activities for all pipes in all regions. Fully knowledgeable of the scheduling concepts for all pipes. Develops strategies for both the Scheduling and Contract Administration areas to create a balance between customer satisfaction and pipeline efficiency. Reviews and approves significant EBB postings. Approves developmental plans for employee progressions and annual employee performance reviews. Ensures that all SOX Controls and other compliance requirements are followed throughout the department. Oversees the Business Process Management for system changes. Company representative for NAESB related activities. Ensures customer issues are resolved in a prudent manner balancing the needs of the customer and pipeline.
VP-COMMERCIAL	Presides over commercial activities for TGP and KMLP including the marketing and remarketing of pipeline capacity, park and loan book and storage assets. Oversees functions of account management, forecasting pipeline revenue, compliance with tariffs and external regulations, and invoicing.
ANALYST-OPS II	Maintains reports, budgets, files and data. Researches and recommends improvements to coordinate the effective use of money, materials, and equipment. Coordinates within the department and with other departments to accomplish set goals, such as maintenance, presentations and departmental projects.
VP-GAS CNTRL	Responsible for all functions of gas control. Manages optimization of pipeline design and operation while meeting customer commitments. Ensures safe operations and pipeline efficiency through control of pressure and flow of gas throughout pipeline system.
DIRECTOR-ENGINEERING RESERVOIR	An experienced, proven professional manages and directs reservoir engineers and geologists within the Gas Storage Engineering department. Able to modify technical guidelines. Makes independent decisions that are typically not subject to technical review. May serve as a project manager on assignments requiring a broad knowledge of reservoir engineering. Usually requires at least fifteen years experience and a B.S. M.S. or PhD in Engineering or Geology.
MANAGER IC-ACCOUNT SVC	Provides advanced analytical support and internal project coordination for the Business Management department including financial forecasts/budget tasks, revenue analysis and reporting, pipeline capacity analysis, regulatory compliance filings and review, IT projects, commercial reporting and invoicing. This position also frequently interacts with internal and external auditors to generate support for resolution of inquiries. Leads special projects relating to customer account support activities.
DIRECTOR-ENGINEERING	Manages engineers in all conventional aspects of a specialized function or engineering discipline. Plans and conducts work requiring judgment and evaluation, independently or as a project team member. Performs activities including technical and economical evaluation, performance testing, design and construction of new facilities, upgrading existing facilities, and research on new developments. Plans, schedules, and conducts detailed phases of the engineering work in a part of a major project or in a total project of moderate scope.

VP-STORAGE	Supervises engineering studies relating to the development of oil and gas reserves. Also supervises all Company Reservoir Engineers and coordinates regional operations. Functions as staff advisor for technical problems.
ANALYST-COMMERCIAL SR I and II, MARKETING	Manage and develop commercial relationships with both present and potential customers. Negotiation of commercial transactions and provides day to day customer service to customers. Recognized as expert within the group.
ANALYST- COMMERCIAL, ACCOUNT SERVICES SR I & II	Responsible for supporting the Account Services group with regard to customer invoicing, accounts receivable and regulatory compliance program.
MANAGER IC-COMMERCIAL -TGP	Responsible for supporting the Commercial Group with regard to monitoring overall sales activity and providing support on new business opportunities. Works on unique issues; serves as advisor to top management in strategic planning and acts as advisor to management team.
ANALYST-OPS SR II	Responsible for ensuring compliance with, training and evaluation for, and documentation of all applicable regulations related to Gas Control and System Design. Responsible for planning and communication of maintenance and the associated impact to capacity.
ANALYST-OPS SR II	Responsible for ensuring compliance with, training and evaluation for, and documentation of all applicable regulations related to Gas Control and System Design. Responsible for planning and communication of maintenance and the associated impact to capacity.
ENGINEER-PIPELINE SR	Serves as a fully competent engineer in all conventional aspects of a specialized function or engineering discipline. Plans and conducts work requiring judgment and evaluation, independently or as a project team member. Performs activities including technical and economical evaluation, performance testing, design and construction of new facilities, upgrading existing facilities, and research on new developments. Plans, schedules, and conducts detailed phases of the engineering work in a part of a major project or in a total project of moderate scope.
VP – BUSINESS DEVELOPMENT	Leads and participates in entire business development process, including deal negotiations, structuring, project development, and transaction analysis. Develops strategies, initiates customer contacts, and originates new business opportunities, including acquisitions and capital projects. Does extensive market analysis to identify potential avenues for new business opportunities and promotes these opportunities with prospective customers. Brings in new business to the organization. Develops plans, strategies, and goals for managing critical customer services and activities such as sale of pipeline capacity, customer interface, and coordination of connection of new supplies and markets. Provides marketing perspective for business plans and strategies and

<p>MANAGER IC – BUSINESS DEVELOPMENT</p>	<p>Develops strategies and initiates customer contacts. Identifies potential avenues for new business opportunities and promotes those opportunities with prospective customers. Participates in business development process, including deal negotiations, structuring, project development, and transactional analysis. Coordinates opportunities relative to sale of pipeline capacity, connection of new supplies and markets, development and maintenance of customer relationships, and coordination of sale of facilities. Provides an additional coordination point for issue resolution.</p>
<p>VP-TRANSPORTATION/STORAGE</p>	<p>Job description is a general overview of responsibilities and may vary by pipeline. Oversees the management of scheduling and contract administration activities for all pipes in all regions. Fully knowledgeable of the scheduling concepts for all pipes. Develops strategies for both the Scheduling and Contract Administration areas to create a balance between customer satisfaction and pipeline efficiency. Reviews and approves significant EBB postings. Approves developmental plans for employee progressions and annual employee performance reviews. Ensures that all SOX Controls and other compliance requirements are followed throughout the department. Oversees the Business Process Management for system changes. Company representative for NAESB related activities. Ensures customer issues are resolved in a prudent manner balancing the needs of the customer and pipeline.</p>