



**KERN RIVER GAS TRANSMISSION COMPANY
JOB TITLES & DESCRIPTIONS OF
TRANSMISSION FUNCTION EMPLOYEES**

MARKETING & CUSTOMER SERVICES AND BUSINESS DEVELOPMENT	
Job Title	Job Description
Vice President, Customer Service & Business Development	Oversees customer relations, service delivery, e-business initiatives, and business development.
Director, Marketing & Customer Services	Directs business relationships with internal and external customers, daily commercial operations, including: marketing, contracting, scheduling, invoicing, revenue and volume accounting, and customer service.
Manager, Marketing & Customer Services	Manages marketing services representatives providing guidance on business relationships and assistance in resolving technical issues related to customer service and revenue generation.
Marketing & Customer Services Assistant Manager	Assists manager and provides coaching, development, training, and leadership to all levels of marketing and customer services representatives to support customer service and revenue generation.
Marketing & Customer Services Representative (all levels)	Provides customer service to internal and external pipeline customers in order to maximize pipeline assets in compliance with federal, state, and local regulations and transportation contracts.
Business Development Project Manager	Develops and implements commercial expansion projects, business ventures and marketing of transportation capacity and services to existing and new customers. Develops new market opportunities through market investigation, contract negotiation, and customer relations activities, develops company's long-range plan and assists in development of the company's annual strategic plans.
Transportation Sales & Risk Management Director	Manages sales and risk management of all firm and interruptible capacity that is not contracted under long term agreements. Directs the performances of the pricing desk. Oversees research, evaluates market conditions that influence the value of Kern River's capacity, develops strategies, creates programs and completes sales to optimize revenue generated from the capacity. Executes the programs by establishing relationships with customers, promoting packages of capacity, negotiating contract terms and executing financial structuring. Develops contracts to support sales. Leads the revenue budget and forecasting process.
Transportation Sales & Risk Management Representative (all levels)	Markets firm capacity and executes risk management actions to optimize revenue. Researches and evaluates market conditions that influence the value of Kern River's capacity, completes sales to optimize revenue generated from existing capacity. Executes sales by establishing relationships with customers, promoting packages of capacity, negotiating contract terms, executing financial structuring. Develops contracts to support sales. Participates in the budgetary process and periodic analysis of forward pricing to support other sales and presentational needs.

OPERATIONS	
Job Title	Job Description
Vice President, Operations & Engineering	Leads the operations, engineering, integrity management, safety and land and environmental functions.
Director, Operations	Directs operations, operations control, measurement and hydraulic modeling.
Manager, Operations Control & Analysis	Manages the monitoring and control of the daily pipeline and measurement operations including the physical flow of gas on the system. Manages 24-hour pipeline surveillance and emergency control center functions and is responsible for the hydraulic modeling and gas measurement functions.
Gas Control Supervisor	Provides first-line supervision to Kern River's gas control group and back up to the manager of the operations control and analysis department. Primary function of this position is to supervise complex 24-hours-a-day remote pipeline operations as well as responsibility for managing Kern River's compliance with the U.S. Department of Transportation (DOT) regulation 49 CFR 192.631 Control Room Management/Human Factors (CRM) program.
Gas Controller (all levels)	Controls and monitors the operation of the transmission system via electronic systems. Notifies personnel regarding day-to-day operational response and emergency response efforts.
Engineer (all levels)	Provides natural gas hydraulic modeling using pipeline simulation software to support the development, cost estimating, operation, and maintenance of Kern River's gas transmission facilities. Investigates, analyzes, and evaluates pipeline operations and develops improvement recommendations.
Measurement Analyst (all levels)	Provides review and corrects real time measurement data to ensure the data is custody transfer quality. Uses the gas measurement system to perform monthly measurement close, reconcile gas balance and satisfy data requests. Responsible for investigating, analyzing, and recommending solutions to gas measurement concerns.
Technical Specialist (all levels)	Provides overall accurate and timely gas measurement by monitoring gas measurement activities and communicating proactively with internal and external customers to resolve any relevant gas measurement issues. Incumbent serves as the company's top technical expert in the area and shares knowledge, provides training and serves as a mentor to other gas measurement employees.