



Job Title: Commercial Analyst

About North Atlantic

Headquartered in St. John's, Newfoundland and Labrador, North Atlantic is a diverse and growing operator in retail gas and convenience, commercial, and wholesale fuels. A leader in the energy industry in the region for more than 30 years, its group of companies, NARL Marketing LP, North Sun Energy, NARL Logistics LP, Canadian Maritime Agency Ltd. (CMAL) and Terra Velo Solutions (TVS), collectively manage a robust energy and logistics network across Atlantic Canada, supplying customers with gasoline, diesel, marine fuel, heating oil, and jet fuel.

As we advance our business for the future, North Atlantic is driven to developing efficient and green energy solutions aligned to the needs of the world in which we live. Committed to sustainable and responsible business practices, we're driving industry forward, supporting new skills and new jobs for this ever-evolving landscape.

North Atlantic has built its reputation on quality products, extraordinary service, and support for local communities. With our people first approach, North Atlantic looks for dynamic individuals who take initiative and who are committed to fostering a strong team environment. We want people who are known for their positive attitude, genuine communications, and personal drive.

Position Overview

The Commercial Analyst oversees the pricing function at North Atlantic, ensuring adherence to external pricing regulations, while monitoring the suitability of the North Atlantic pricing strategy with respect to competitiveness as well as profitability. This position is accountable to understand trends in commodities markets as well as competitor pricing to ensure North Atlantic stays ahead of market dynamics.

Interacting with commercial, finance, customers and the terminal to coordinate movements in a safe, efficient and timely manner, the position requires attention to detail, ability to manage change, foresight to identify and mitigate impacts to the schedule and being extremely organized.

Responsibilities

- Understands external pricing regulations (including Public Utilities Board)
- Continually monitor and adjust pricing Strategy for the NARL Business
- Oversee and coordinate marine vessel movements (domestically and internationally)
- Lead contract management activities
- Develop proposals and submissions
- Keep up to date on trends in commodities markets
- Provide advice and direction to the pricing team
- Optimization and process improvement
- Credit monitoring and Accounts Receivables management
- Reporting, including environmental and other compliance related requirements responsibilities
- Inventory tracking and maintenance of product run out schedules
- Terminal additives management
- Budget management and compliance



- Liaising with Immigration and Customs on, ship certificates, and other documentation related to port clearances
- Backup support if needed to act as the primary point of contact with port authorities, customs and other regulatory bodies and local authorities for all pre-arrival, arrival, departure, and en-route clearances
- Flexible to work flexible hours as needed based on differing business schedules, time zones and client needs
- Build and maintain positive relationships with various stakeholders, both internal and external
- Assist with ad hoc requests
- Other duties as required

Qualifications

We are seeking a professional individual with a strong business/finance background and has the following skills and qualifications:

- Bachelor's degree in Finance, Accounting, Economics, Business or equivalent
- Minimum 5 years prior similar position experience
- Strong technical / financial skills
- Proficient with market indexes and commodity pricing
- Expert in spreadsheets and multiple data feeds
- Proficient in MS Office Suite, data analysis and reporting programs
- Demonstrated analytical and problem-solving skills
- Precision and attention to details, ability to prioritize and meet deadlines
- Can-do attitude, willingness to take initiative and seek challenges
- Ability to influence others and work in a team environment
- Advanced communication, collaboration, and coordination skills
- Interest in digital innovation and continuous improvement, transformational mindset
- Motivation to learn and grow, to progress your career and expand your responsibilities
- Ability to effectively work across multiple organizations and teams
- Proactivity, drive and innovation

Preferred Qualifications/Experience:

- Bilingual
- Adaptative to change
- Strong IT skills: SAP, Analytics, Automation, Data Visualization, Excel

North Atlantic is committed to Employment Equity. Accommodations during the recruitment process are available upon request for candidates with disabilities.

We offer a competitive compensation and benefits package which include Health and Dental, Wellness Program • Short-Term and Long-Term Disability • Life Insurance • Company Pension Plan with employer contribution • Employee and Family Assistance Program • Free on-site parking • Employee engagement activities



If you are a highly motivated team player, have the qualifications, and are prepared to meet the challenges as outlined, apply by submitting your resume and cover letter to careers@northatlantic.ca by November 21st.