

A. Greg Strachan, P. Land

**241 – Woodvalley Place SW.
Calgary, Alberta
T2W 5T9**

**Res: (403) 238-1034
Cell: (403) 200-5717
e-mail: gstrach4@icloud.com**

A Professional Landman with an excellent skillset and an extraordinary contact network. I have 40 years experience and expertise in land management, negotiations and all related land functions. I have proven capabilities in agreements, procedures, negotiations and regulations. I am an effective and innovative negotiator. I possess the ability to contribute, collaborate, lead and mentor as an impactful and valuable team player and problem solver to achieve successful results.

Nexen Energy ULC .

July 2011 to October 2017

Manager, Negotiations - Cdn Ops

Duties and responsibilities include:

- Proactively mentor Land Negotiators. Transfer experience to Land and Joint Venture and Negotiations group.
- Assist, review and provide advice with respect to all land transactions proposed by Negotiators, including farmins/farmouts, poolings, acquisitions, divestments, Crown land sales, independent operations, partner disputes, etc.
- Provide information and support as required at key business unit meetings to ensure cross departmental synergies are recognized and acted upon.
- Interface and deal with other Nexen departments for implementation of strategies and plans.
- Ensure strategies are kept evergreen in response to current market conditions.
- Participate in special projects as identified by Senior Manager Land and Joint Venture.
- Representation on Industry committees with CAPP, CAPL.
- Foster a high level of commitment and communication with Land Negotiators.
- Challenge Negotiators to develop and deliver on action plans and strategies efficiently and in alignment with team and business unit goals and objectives.
- Maintain high standards of responsibility, accountability and ethical behavior within the Corporate organization and the Industry and Professional Association.

Perpetual Energy Inc.
(formerly Paramount Energy Trust)

2006 - 2011

Area Land Manager, Northern/Heavy Oil

- Responsible for land related functions in the development of Perpetual's Northern Team and Heavy Oil Team asset base in the Northeast and North Central areas of Alberta.
- Developed and expanded team asset base through strategic acquisitions, postings, farmins, farmouts and divestments.
- Brought a pro-active business approach and position to the team environment. Worked closely with land administration, acquisitions and dispositions group, geosciences staff, surface, operations.
- Presented to and advised Perpetual Senior staff and Management with respect land strategies and implications regarding the development of the asset base and generated ideas to create key value adds to portfolio.
- Provided ongoing communication, leadership and mentorship to landmen, land department and asset teams.

Petrofund Energy Trust

2004 – 2006

Land Manager, Northern

- Handled all land related matters and functions for Petrofund's land department within the Northern Area team operational areas which included Northern Alberta and NE British Columbia. Responsible for negotiation and execution of farmins, farmouts, options, land sales. Worked effectively in concert with Land Contracts and Administration, Manager Geosciences, Exploitation and Engineering Managers.
- Assisted in property evaluations, acquisitions and dispositions.

Canadian Forest Oil Ltd.

2001 – 2004

Land Manager

- Managed and directed all land functions within the land department. Directly supervised four staff
- Instrumental in solidifying and refocusing the land department within the organization.
- Key contact in establishing excellent working relationship between Canadian Forest and Acho Dene Koe (ADK) First Nation in Fort Liard, NWT. Also advised and liaised with the Department of Indian and Northern Development – Ottawa on land related matters.
- Responsible for negotiating and finalizing all agreements, joint venture agreements to establish strategic cores areas to compliment corporate portfolio.

Anderson Exploration Ltd.

2000 - 2001

Senior Landman/Negotiator

- Part of Deep Basin Team and advised on exploration strategy, negotiations, joint venture arrangements, coordinated and recommended on land sales and land strategy.

Pogo Canada Ltd.

1997 – 2000

Division Landman, Canadian Operations

- Handled all land related matters and functions of the Canadian Operations of Pogo Producing Company (Houston, Texas) including farmins, farmouts, options, land sales, surface issues, operational liaison. Supervised land contracts and administration. Reported to Canadian Operations Manager and Vice Presidents of Land and Exploration in Houston.

Professional Affiliations and Certifications:

Canadian Association of Petroleum Landmen (CAPL) 1978

CAPL Director 1992 – 1998

CAPL President 1997 – 1998

Director American Association of Professional Landmen (AAPL) 1999 – 2001

Chairman of CAPL Conference and General Meeting Niagara Falls, Ont. - 2005

Professional Landman Designation 1994

Herb Hughes Memorial Award Winner 2006

Education:

University of Calgary 1976; Bachelor of Arts (Geography)