

Energy Management/ Landman

Energy management/Landman professionals provide business services for natural resource companies; principally gas and oil. They work with landowners to acquire or obtain the rights to use land for energy needs. They often conduct research to determine who actually owns the land and negotiate contracts among land owners, government agencies, and/or companies to enable energy production, transport, and sale to the public.



As the energy industry evolves, CMU students can play a part in the search for pioneering solutions to global energy challenges. With the [Landman/Energy Management](#) program at Colorado Mesa University, graduates will be poised for success in the business side of the growing energy industry with diverse job opportunities around the globe or here in Colorado. The CMU Landman program provides a dynamic, interdisciplinary curriculum taught by expert faculty and industry leaders. Students have opportunities to network with guest speakers who are at the forefront of the industry, access site and facility tours that are second to none, and participate in CMU clubs like the [Land Energy Management Club](#) as well as in internships with global companies based in our region.

A person in this career field may:

- Collect and analyze data related to energy and land use.
- Use equipment, schematics, and maps.
- Research claims, use permits, and easements for a select property.
- Negotiate terms of sale and/or use of a property.
- Network with industry professionals, land owners, and various agencies.
- Prepare, file, and/or present or submit permits, proposals, and claims.

Related Skills and Characteristics

- Analytical reading
- Computer literacy
- Coordinating activities
- Critical thinking
- Data Interpretation
- Directing activities and staff
- Flexibility
- Information handling & organization
- Leadership
- Numerical computation
- Operate equipment
- Oral & written communication
- Organizing activities
- Planning activities
- Problem solving
- Sound decision-making
- Strong Interpersonal skills
- Technical skills

Organizations that Employ Energy Management/Landman Majors:

- Energy Companies
- Petroleum Companies
- Natural Gas Companies
- Government agencies
- Law & Acquisition Firms
- Land Brokerage
- Title Companies
- Trade and labor organizations
- Educational institutions

Related Careers:

- Company landman
- Energy Auditor
- Government Administrator
- Government Regulator
- Independent field landman
- Independent land consultant
- Industrial Buyer
- Industrial Transportation Specialist
- Land/Energy Consultant
- Project Manager
- Public Administrator
- Public Utilities Manager
- Renewable Resources and Planning Director
- Surveyor
- Teacher
- Urban/Regional Planner

Note: Some of the occupations listed above may require additional education, experience, or training beyond a Bachelor's Degree. To research these occupations further, use the Career Research Resources.

Career Research Resources:

Use these sites to research information about specific occupations such as nature of the work, training or qualifications, employment or job outlook, projections, earnings and wages.

Salary.com

- **Landman Outlook and Job Posting information:** <http://www1.salary.com/Landman-I-Salary.html>

O*NET-Online: <http://www.bls.gov/ooh/>

- The U.S. Department of Labor: in the occupational search box type in key words, job titles, or occupational codes to research various careers.

Occupational Outlook Handbook: http://www.bls.gov/oco/ooh_index.htm

- The Bureau of Labor Statistics: use the A-Z index to select the occupation you are researching.

Organizations and Associations:

- American Association of Professional Landmen: <http://www.landman.org>
- Associate of International Petroleum Negotiators: <http://www.aipn.org>
- Wyoming Association of Professional Landmen: <http://www.wapl.org>
- Los Angeles Association of Professional Landmen: <http://www.laapl.com>
- Nevada Professional Landmen's Association: <http://www.nvlandman.org>
- Montana Association of Professional Landmen: <http://www.maplweb.org>
- U.S. Bureau of Land Management: <http://www.blm.gov/wo/st/en.html>
- Western States Petroleum Association: <http://www.wspa.org>

Job Listings/Job Search Sites:

- LLAP Job Board: <http://www.laapl.com>
- Landmen.net: <http://www.landmen.net/JobBank/JobHiring.asp>
- LandmanConnection.com: http://lmc.energyjobsnetwork.com/home/home.cfm?site_id=12939
- Executive and Management Job List: <http://www.nationjob.com/management>
- Glass Door.com: http://www.glassdoor.com/Job/landman-jobs-SRCH_KO0,7.htm
- The Business Journal: <http://triangle.bizjournals.com/triangle/index.html>