

 Company name withheld for confidentiality.

Midstream Energy Company

Commercial leadership hire to support growth and revenue expansion



The Situation

A growth-stage midstream company needed a commercial leader who could strengthen customer strategy, support contract negotiations, and bring better alignment between operations and commercial execution. The business needed leadership that could help translate market opportunity into disciplined growth.



Our Search

Shaw Energy focused on leaders with experience across gathering, processing, transportation, and customer-facing commercial strategy. The search prioritized executives who could build relationships, sharpen account discipline, and work effectively across commercial and operational teams.



The Outcome

The selected hire helped open new revenue conversations within months, improved internal coordination, and brought stronger structure to the company's commercial approach. The addition positioned the business for more focused growth and stronger customer development.

KEY RESULTS



Revenue conversations
accelerated



Commercial discipline
strengthened



Scalable customer
strategy