



Navigator CO₂

PROFILE

As EVP and CCO, Laura is responsible for managing all commercial business development and execution for Navigator, including strategy creation, customer outreach, deal structuring, and evaluation of commercial offerings and markets for future projects or expansion.

CONTACT

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navigatorco2.com

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LAURA MCGLOTHLIN

EXECUTIVE VICE PRESIDENT AND CHIEF COMMERCIAL OFFICER

WORK EXPERIENCE

Navigator, **EVP and CCO**
[2018-current]

Serves as CCO for two of the Navigator companies, Navigator Energy Services (Oklahoma and Texas crude oil pipelines) 2018-current, and Navigator CO2 Ventures (carbon capture and sequestration system) 2020-current

Shell Trading US Company, **Lease Crude Trading Manager**
[2014-2018]

Led regional crude oil trading office focused on crude acquisition, asset optimization, logistics and refinery supply. Set strategy, identified and developed business opportunities, managed P&L, built customer relationships and tracked market fundamentals. Managed 150,000 barrels per day book, \$7M in annual P&L and \$215M in annual asset commitments.

Shell Trading US Company, **Business Development Manager**
[2010-2014]

Developed and executed long-term structured business opportunities for crude oil trading centered around midstream infrastructure. Managed projects end to end. Secured supply, pipeline and storage commitments valued at over \$1.5B to position the group with a first-mover advantage.

Shell Trading US Company, **Finance Advisor**
[2007-2010]

Provided finance support to crude and products traders to implement new business strategies, driving incremental revenue to the organization. Modeled deal economics, tested assumptions, collaborated with business functions and resolved issues for quicker deal execution.

EDUCATION

Southwestern University
Bachelor of Arts, Accounting and Mathematics

CAREER HIGHLIGHTS/CERTIFICATIONS/ASSOCIATIONS

- Completed Commercial Academy and facilitated Women's Career Development Program at Shell