

Joel Robbins, CPL

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Dynamic and adaptive Land Manager with over 18 years of Land experience currently managing all land aspects for the second largest private domestic E&P company operating in eight states.

Proven leader in directing complex asset acquisitions and divestitures, successfully managing multimillion-dollar transactions and ensuring seamless deal execution through comprehensive due diligence, title resolution, and contract negotiations. Skilled in leveraging technology to optimize land processes, streamline multi-system conversions, and maintain robust data management systems. Demonstrated success in aligning cross-functional teams, enhancing operational efficiency, and promoting data-driven decision-making. Adept at balancing technical, legal, and operational priorities, delivering innovative strategies to maximize value, improve processes, and achieve long-term organizational success.

PROFESSIONAL EXPERIENCE

Land Manager – Land | Land Administration | Records Management | GIS
Merit Energy Company, Dallas, Texas | 2013-Present

- **General Operational Land Management:** Oversee negotiation and drafting of all land-related documents to facilitate conventional and renewable exploration and infrastructure projects, contract administration and corporate partnership management.
- **Land Acquisition & Negotiation:** Expertise in securing agreements for mineral and surface use, ROWs and easements, with a focus on building strong relationships with landowners and stakeholders.
- **Regulatory Compliance & Risk Mitigation:** Proficient in navigating audits, coaching testimony, and aligning operational strategies with legal and environmental compliance requirements.
- **Acquisitions & Divestitures:** Oversight of due diligence in over \$3 billion in transactions, including contract negotiation and drafting, reps and warranties management, title examination, production analysis, asset mapping, and regulatory compliance.
- **Database Management and Optimization:** Initiated and directed complete land system conversion involving integrations with SAP, ESRI, TRDI, Procount, ARIES and other custom data management systems, enhancing data access, accuracy and efficiency.
- **GIS Mapping, Integration & Analysis:** Advanced use of GIS tools (ArcGIS, QGIS, Esri, Peloton) to support route optimization, ownership tracking, and environmental impact assessments. Implemented cloud migration to facilitate individual on-demand mapping and data collection for over 800 corporate and field employees.
- **Team Leadership & Strategic Planning:** Skilled at developing cohesive teams, managing cross-functional projects, and delivering innovative solutions to meet organizational goals.

Landman

Border to Border Exploration
Austin, Texas 2011-2013

- Constructed proration units by managing broker leasing and title opinions, obtaining survey plats and permits, managing well proposals, cash calls, and subsequent deadlines and maintenance.
- Negotiated and prepared farmouts, ROW's, leases, damages, assignments and other agreements.
- Developed, integrated and supported Land & GIS system conversions and imports for real-time map generation, data acquisition and divestiture control.

Landman

Harding Company (operator)
Harding Energy Partners, LLC on behalf of Exxon Mobil Corporation and Chesapeake Exploration, LLC
Dallas, Texas 2007-2011

- Consulted and co-directed land brokerage activities in the Barnett Shale with respect to crew training, title, leasing, unit development, RRC permitting, GIS mapping under \$200 million leasehold portfolio.
- Negotiated, prepared and interpreted lease purchase agreements, pooling lists for unitization, permitting and pre-drilling requirements, unit offerings and assignments pursuant to AMI's and JOA's
- Calculated working interests, net revenue interests, RI/ORRI/NPRI, shut-ins and other lease obligations.

Landman

Craig S. Charbonnet, Inc. on behalf of EOG Resources, Inc. and Devon Energy
Various Texas Counties 2006-2007

- Determined surface and mineral interest owners from sovereignty to present in various Texas counties.
- Located landowners and negotiated provisions for the purchase of oil and gas leases.
- Mapped tracts by hand and electronically to produce necessary reports.

EDUCATION**Bachelor of Arts in Public Relations**

Texas Tech University, Lubbock, Texas, 2006

CERTIFICATIONS:

Certified Professional Landman (CPL)

AFFILIATIONS & COMMUNITY INVOLVEMENT

Member, American Association of Professional Landmen (AAPL)

AAPL Certification Committee 2014-present

AAPL Mentorship Program 2020-present

AAPL Certification Chairman 2024-present

Member, Dallas Association of Petroleum Landmen (DAPL)

DAPL Board Member 2013-2016, 2018-2021

Volunteer, AIRS Foundation