

# Energy Jobs Update

**A Publication of  
PowerMarketers.com**



**Consultant, Gas & Power**

**Houston**

**The Company**

Wood Mackenzie has been providing its unique range of consulting services and research products to the Energy, Metals & Mining industries for over 30 years. With our foundation in quality analysis, our detailed industry understanding and our wealth of experience, we are able to offer clients a unique skill combination that sets us apart from other solution providers. With its headquarters in Edinburgh, Wood Mackenzie also has offices in London, Houston, Annapolis, Boston, New York, Moscow, Beijing, Singapore, Kuala Lumpur, Sydney and Perth, and currently employs around 650 people.

**Role Purpose**

The Consultant will work within the North America Gas & Power Consulting team of experienced consulting professionals who are responsible for delivering an expanding range of consulting services in North America.

While the primary role at this stage is for the candidate to assist in the delivery of consulting projects relating to gas and power in the North America, candidates exhibiting an interest in working across other areas such as global gas and power / LNG will be preferred.

The principal aspect of the job will comprise delivery of consulting projects as a member of teams typically drawn from both Energy Consulting staff in (Boston, Edinburgh, London, Houston and Sydney) and regional

Energy Research teams. The role offers the ability for individuals to build and broaden their existing gas and power industry knowledge through exposure to a wide range of projects and learn from what is a global gas and power consulting practice.

**Main Responsibilities**

**Analysis:**

- Application of direct knowledge of the gas industry to specific consulting assignments
- Ability to select appropriate analytical tool(s) for each assignment and develop models where appropriate to support analysis
- Ability to Identify, obtain, and critically assess sources of information with clear attention to detail
- Ability to take ownership of and responsibility for analysis undertaken
- Prepares high quality written reports in MS Word and/or PowerPoint
- Keeps abreast of developments in the Energy industry
- Communication/ Influence:
- Keeps internal team informed of progress at all times
- Shares information with team (and Research/ Client Management)

**Managing Tasks:**

- Plans own work ensuring short and medium term plans met
- Prioritises own work ensuring project objectives and targets met

## Teamwork:

- Effective cross team worker, being able to work in an open and trusting way
- Ensures high quality work standards are met and appropriate audit trails are created and maintained
- Adopts flexible approach towards work

## Thinking Creatively:

- Actively takes part in brainstorming
- Offers solutions to problems and challenges the status quo
- Suggests alternatives and thinks “outside the box”

## Knowledge and experience

The ideal candidate should have a minimum of four years experience working within the gas and/or power industry with an industry player or consultant; and preferable with some consulting experience. Excellent educational qualifications are required. The successful candidate will have:

- Direct, demonstrable and applicable gas and/or power industry experience
- Insight into industry dynamics
- High level of interest in the macro energy industry
- Key Competencies
- Strong Analytical Skills
- Excellent Team working skills
- Organizational skills
- Deadline-driven
- Client focus
- Strong interpersonal and communication skills

## To apply:

Please send resume with a covering letter explaining what knowledge, skills and competencies you can demonstrate to make you a suitable candidate to

<http://www.woodmac.com/vacancies>

Closing Date: April 16, 2010

100310



Account Manager – Gas & Power  
New York or Houston

## The Company

Wood Mackenzie has been providing its unique range of consulting services and research products to the Energy, Metals & Mining industries for over 30 years. With our foundation in quality analysis, our detailed industry understanding and our wealth of experience, we are able to offer clients a unique skill combination that sets us apart from other solution providers. With its headquarters in Edinburgh, Wood Mackenzie also has offices in London, Houston, Annapolis, Boston, New York, Moscow, Beijing, Singapore, Kuala Lumpur, Sydney and Perth, and currently employs around 650 people.

## Role Focus

The Account Manager will be primarily responsible for retaining and developing existing client relationships within the Gas & Power segment of the industry and to significantly grow revenue through research products and multi client studies sales. The role holder will proactively manage all relevant internal transactions working closely with Research, Consulting, Finance, Marketing and Technology.

## Main Responsibilities

- Maximise sales and profitability of energy offerings by successfully managing extensive client portfolio; Develop strategy to increase potential revenue growth and implement Client Business Plans to ensure sales targets are met.
- Expand per-client revenues and profitability by gaining a deep under-

standing of client requirements; proactively gain feedback on Wood Mackenzie product offerings in order to continue developing services in alignment with clients' needs. Introduce new and additional Wood Mackenzie Services to managed accounts, appropriate to client needs.

- Manage in a very organized manner a large number of accounts with varying needs and priorities
- Renew existing services with each client in a timely manner.
- Generate new clients in targeted sectors of the gas and power industry
- Proactively identify and understand each client's needs in order to facilitate consultancy opportunities and then work with the Woodmac consultants to ensure successful closure, delivery and client satisfaction.
- Take ownership of the Client Engagement Model and ensure that the client interactions are coordinated across sales and account management, client services, training, research and consultancy.
- Support new product and service launches and provide feedback on established products and services to relevant internal departments.
- Ensure all relevant entries and transactions are completed in the company reporting systems.
- Develop client relationships through all role levels; i.e. analyst to senior management level.

## Knowledge and Experience

The role holder will require a bachelors degree and 7+ years experience in a sales role. Good

knowledge of the North American Gas and Power industry (structure, sectors, and companies) as well as proven client facing and sales experience. The successful candidate will possess strong business development and negotiation skills and a results-oriented mindset.

#### Core Competences

- Excellent sales and negotiation skills
- Result-oriented
- Client-focused
- Ability to multi-task and handle a variety of priorities
- Strong organizational skills
- Strong relationship building skills internally and externally
- Able to relate to all levels within a client company
- Outstanding communication, presentation and interpersonal skills
- Outstanding judgement in resource utilization and optimization

To apply:

Please send resume with a covering letter explaining what knowledge, skills and competencies you can demonstrate to make you a suitable candidate to <http://www.woodmac.com/vacancies>

Closing Date: March 31, 2010  
100310



**PP&L ENERGYPLUS.**

**Marketer/Senior Marketer Retail**

**Source Code: 20100157**

#### Position Summary

This position is responsible for building a book of retail customers. Understanding the customers' needs, selling products and services, building and maintain-

ing relationships, gathering market intelligence and helping the business grow and evolve. This position contributes to the financial goals of the business by developing strong customer relationships, growing and renewing gross margin, managing business risk, maintaining a pulse on the market, keeping products and services fresh and meeting customer's needs.

#### Primary Responsibilities

1. Develops and maintains customer relationships and services customer accounts.
2. Originates, structures and negotiates retail energy transactions.
3. Originates, structures and negotiates energy services transactions.
4. Works with Marketing and Sales team to develop products and services to provide customers a solution to their energy needs.
5. Works with Marketing and Sales to develop materials, processes and systems to enhance business success.
6. Assures that contracts are executed in a timely manner.
7. Understands and communicates pricing fundamentals and dynamics for assigned region(s); develops products and services based on analysis of customer's needs.

#### Candidate Qualifications

Candidates must meet the basic qualifications to receive consideration.

#### Basic Qualifications

1. At least three years sales, marketing and/or related retail energy experience.
  2. Valid Driver's License and willingness to travel.
  3. Solid working knowledge of retail energy products and services.
  4. B.S. in Engineering or Business or 8 to 10 years of related experience with a proven track record for delivering results
- Preferred Qualifications
1. Ability to deal with multiple tasks on a daily basis.
  2. Strong problem solving ability.

3. Effective communication and interpersonal relationship skills.
4. Effective communication, negotiation and customer service skills as related to direct sales.
5. Generate creative solutions to achieve goals.

MBA preferred

For consideration for this position and to view other opportunities at PPL, use on-line tool at [www.pplweb.com](http://www.pplweb.com). Click on "Careers", "Search Job Openings", select position interested in, then "Apply Now".

PPL is an equal opportunity, affirmative action employer dedicated to diversity and the strength it brings to the workplace - M/F/D/V

100308



A  Semptra Energy utility

#### 09-5183- Energy Contracts Originator

**Job Description:** Create and structure commercial transactions on behalf of the company and ratepayers for the provision of electric energy and capacity to meet retail customer needs. Develop strategies and negotiate energy and energy-related agreements. Review the administration of energy and energy related contracts to ensure that SDG&E receives maximum benefit and meets contractual obligations. - Business development / contract negotiations: Serves as company representative in negotiations with counterparties of complex, structured, long term energy (primarily electric) contracts worth up to several billion dollars each. Structures transactions in a manner which meets all policy objectives and produces best value for ratepayers. Seeks unique opportunities for meeting policy objectives or enhancing value. - Regulatory activities. Maintains knowledge of current regulatory

environment. Drafts regulatory policy. - Presentations. Will conceptualize and create presentations and reports for use with senior management, internal reviews and external regulatory/compliance use. - Internal Coordination. Work across departments to seek required functional expertise, review transaction proposals, and inform other organizations of activities.

Qualifications: Typically requires five (5) to eight (8) years of professional experience in energy or resource planning, power contracts, electric operations fuel resources, planning, power contracts, fuel price and availability forecasting, and electric operations. Must have background in working with the following functional area(s): Commercial electric transactions, Electric operations, Legal, Finance, Regulatory/market rules, Analysis. Must have experience in negotiating long-term contracts for electric power and capacity. Familiarity with the ISO (preferably CAISO experience), knowledge of power plants and power system operations is a must. Occasional travel mainly within California is required.

For those interested in applying, please visit:

[www.sdge.com/careers](http://www.sdge.com/careers)

Requisition #: 09-5183

100305

Candidates should have the ability to manage short term open positions in a number of markets simultaneously; both bilateral OTC markets and markets administered by ISO's, Independent System Operators. The candidate should be familiar with transmission procurement on OASIS, NERC Tagging, ICE-InterContinental Exchange, transaction configuration into systems of record such as OpenLink, market price data gathering, data compilation and manipulation, trade confirmation processing, compliance monitoring related to Risk Management Policy and Procedures, and credit exposure monitoring. Minimum qualifications include a Bachelor's Degree with business, economics, mathematics, engineering, or science concentrations. In addition, candidates must have strong analytical skills and knowledge of software systems, especially Excel and database software.

This position will require candidates to work shifts (day and night), with flexible start and stop times as well as weekends and holidays.

For immediate consideration, please send your resume to Ami Chokshi at

[AChokshi@FirstCallAssociates.com](mailto:AChokshi@FirstCallAssociates.com).

100305.

ity, and more than 15,000 employees in 27 states and Canada. FPL Group is the No. 1 wind-energy generator and No. 1 solar-power operator in the U.S. and has been ranked first among electric and gas utilities in FORTUNE® magazine's "America's Most Admired Companies" for 2009, 2008, and 2007.

Gexa Energy has an open position for a Business Development Manager. This position is located in the Mid-Atlantic PJM Market (no relocation provided), and will report directly to the VP, Sales & Commercial Growth. As we continue to grow, we need high caliber, experienced individuals to join our team.

Position Summary

Gexa Energy is a successful market participant in ERCOT, PJM, and NEPOOL and is expanding the C&I sales efforts in the northeast PJM market. The Business Development Manager will be responsible for prospecting new business opportunities in the PJM market. The Business Development Manager will be responsible for developing strategic plans and identifying process improvements. Sales Margins and deal profitability will be a key metric. The Manager will work closely with internal teams to develop the business strategy, implement the plan and report the results. Responsibilities will include coordinating cross functional departments, in addition to working with external partners as necessary. This role will oversee the implementation activities between Gexa Energy and other parties, including maintaining vendor relationships and agreements, and identifying business development opportunities.

Duties/Responsibilities

- Oversee the day to day operations of the new markets business.
- Prospect for new customers, as well as develop and maintain customer relationships.



### Real Time Trader

FCA's client, a top rated investment bank in New York City, is currently seeking a real time trader for its growing team.

The position is responsible for trading and scheduling power in Eastern North American markets. This will involve an understanding of energy market fundamentals and economic dispatch.

Ideally candidates will have 1 to 2 years of experience and are willing to commit to the position and the desk.

### Business Development Manager (PJM)

Location: Mid-Atlantic PJM Market States OR Houston, TX  
Sector: Electricity / Power

Occupation: Sales

Gexa Energy, L.P., is one of the fastest-growing retail electricity providers in the nation. Gexa Energy is part of FPL Group (NYSE:FPL), a Fortune 200 company recognized as a leading clean energy company with 2008 revenues of more than \$16 billion, approximately 39,000 megawatts of generating capac-

- Develop pricing opportunities necessary to achieve assigned sales and other targets.
- Ensure that deals and contracts are flowing through the transaction process in accordance with Risk Management procedures.
- Ensure that the market transactions systems are processing deals correctly and contracts are flowing through the sales and contract administration process; ensure that key metrics (sales, margins, SG&A, bad debt, etc.) are being tracked and reported to management.
- Obtain customer usage to support pricing.
- Sell fixed-price, indexed, and complex structured energy supply contracts for commercial and industrial customers.
- Obtain customer credit information from customers necessary to support the credit approval process.
- Communicate activities with management and provide periodic reports.
- Implement a business plan to effectively manage assigned market segment.
- Communicate effectively with customers and internal stake holders to resolve issues related to pricing, contracting, billing, and service.

**Qualifications**

- Bachelor's degree typically required, preferably in an Engineering, Business or Finance field.
- At least 3 years of direct sales experience with deregulated utility markets or similar service related industries and familiarity with rules, procedures, and market structure for retail competition.

- Experience in Northeast electricity markets a must.
- Demonstrated ability to manage multiple projects in an environment of constantly changing priorities.
- Possess excellent written and verbal skills, as well as excellent interpersonal skills.
- Ability to motivate individuals from different organizations to focus on achieving a common goal.
- Ability to think outside the box and craft solutions within given constraints.
- Demonstrated ability to be organized, flexible and work under pressure to meet deadlines.
- Exhibit ability to be a strong team player.
- Superior ability to deliver executive level presentations to establish immediate credibility and inspire confidence with mature, energetic and articulate communication.
- Ability to work independently, however within tightly controlled business policies.

**Location**

Candidates must reside in one of the following states: Delaware, District of Columbia, Maryland, New Jersey, Pennsylvania, Virginia, OR Houston, TX; no relocation will be provided. Gexa Energy offers a competitive and comprehensive benefits program including medical, dental and 401k savings plan. We also offer holiday, vacation and sick pay. Compensation will be commensurate with skill level and experience. Gexa Energy is an equal opportunity employer fostering diversity and inclusion in the workplace; EOE/M/F/D/V Immediate availability. To apply, please go online to [www.gexaenergy.com](http://www.gexaenergy.com) >> About Us >> Careers >> View Job

Openings or use the [Direct link to Career website.](#) 100304

**Sr. Direct Sales Representative**

Location: Houston, TX  
Sector: Electricity / Power  
Occupation: Sales  
Gexa Energy, L.P., is one of the fastest-growing retail electricity providers in the nation. Gexa Energy is part of FPL Group (NYSE:FPL), a Fortune 200 company recognized as a leading clean energy company with 2008 revenues of more than \$16 billion, approximately 39,000 megawatts of generating capacity, and more than 15,000 employees in 27 states and Canada. FPL Group is the No. 1 wind-energy generator and No. 1 solar-power operator in the U.S. and has been ranked first among electric and gas utilities in FORTUNE® magazine's "America's Most Admired Companies" for 2009, 2008, and 2007. Gexa Energy has an open position for a Sr. Direct Sales Representative. This position will be based out of Houston or Dallas, Texas (no relocation provided) and reports to the Director of Sales, Large C&I and Indirect. As we continue to grow, we need high caliber, experienced individuals to join our team.

**Position Summary**

The Sr. Direct Sales Representative will be responsible for managing the prospecting and sales process with commercial and industrial customers in the ERCOT area of Texas, specifically the Houston or Dallas region. The individual will interact with other departments within Gexa, such as, Credit, Supply & Pricing, and Contract Administration, as well as manage the day-to-day process of deals.

**Duties/Responsibilities**

- Responsible for selling and negotiating fixed price, indexed, and other complex energy products to commercial and

industrial customers, focusing on customers using 1,000 – 10,000 MWHR/year of electricity.

- Prospecting and generating leads from various sources, including cold calls (50-100/week).
- Qualifying leads and creating business opportunities.
- Determine deal margins and price levels needed to close transactions.
- Conduct data research to answer questions from other groups within the company, or questions from customers.
- Provide assistance to fulfill internal and external requirements and interface with various departments to obtain transaction approvals.
- Use a consultative approach with customers and key influencers.
- Create the environment for sales success today while developing new strategies for future growth.
- Develop and update territory and strategic account sales forecasts. Achieve assigned sales targets.

Qualifications

- Bachelor's degree typically required, preferably in a Business, Finance, or Marketing field. 5-7+ years of related industry (energy / electric) experience strongly preferred.
- Strong understanding of the retail energy business is required. Exceptional prospecting skills via phone and in person.
- This position will be required to hunt new business and build a book over time so Gexa can increase its market share.
- Ability to lead negotiations on complex deals

which may be primarily technical, financial, or both.

- Ability to work independently; however, within tightly controlled business policies.
- Must have strong persuasion, negotiation, interpersonal, and communication skills.
- Ability to create and manage client expectations by close consultation, gaining an understanding of client business goals.
- Ability to act as a resource to customers based on intimate knowledge of relevant industries and needs.
- Self-motivated in pursuing strategies and tasks.
- Ability to lead problem resolution, identify appropriate resources and develop contingency plans.
- Ability to handle several complex projects, all of which require unique coordination of technical and marketing resources.
- Ability to exercise independent judgment within broadly defined practices/policies in selecting approach and technique.
- Knowledge of industry strategies and customer positioning.

Location Candidate must reside in or around the Houston or Dallas area; no relocation will be provided.

Gexa Energy offers a competitive and comprehensive benefits program including medical, dental and 401k savings plan. We also offer holiday, vacation and sick pay. Compensation will be commensurate with skill level and experience. Gexa Energy is an equal opportunity employer fostering diversity and inclusion in the workplace; EOE/M/F/D/V Immediate availability. To apply, please go online to

[www.gexaenergy.com](http://www.gexaenergy.com) >> About Us >> Careers >> View Job Openings or use the [Direct link to Career website.](#)

100304



**Marketing Manager - NE US Commercial, Industrial & Aggregators**

Location : Syracuse or Upstate NY

Position Description

The primary job function is to actively market physical and financial natural gas to commercial, industrial and institutional customers in New York State and other targeted Northeastern US markets.

This marketing position is one of several directed to Commercial, Industrial & Aggregator customers. While the positions primary focus will be on direct gas marketing, including targeted development of markets for the gas from the Marcellus shale, supporting aggregator gas and power sales in the Northeast US is also a priority. Channels to market are direct sales, agent relationships, and aggregators (where Shell Trading acts as a wholesale supplier).

The Shell Group offers an outstanding benefits package. In order to be considered for this position, you must complete an online candidate profile at [www.shell.com/careers](http://www.shell.com/careers). No phone inquiries will be accepted.

Position Requirements

- Five years experience in origination, marketing, sales or trading within the Gas and Power Industry.
- Demonstrated analytical capabilities, good organization skills and the ability to multi-task priorities.
- Results oriented individual who enjoys working in a fast paced, collaborative team environment.

- Bachelor's Degree in Business, Economics, engineering or related field
  - Must have legal authorization to work in the US on a full-time basis for anyone other than current employer
- 100303.



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[www.searchconsultants.com](http://www.searchconsultants.com)

**Risk Controls Analyst**

Immediate need for prop trading firm requiring experience in VaR, trading and risk monitoring and modeling for risk.

**Power Market Fundamentals**

Immediate opportunity for experience in power market fundamentals. Call me directly for details.

**Director/Gas Structuring**

Broad experience structuring transactions, working closely with origination teams

**Transmission Analytics**

We are currently seeking west coast transmission analytics experience.

**Midwest Market Origination**

Opportunity to originate and participate in the development of renewables

**Gas Origination**

Very strong opportunity calling for a proven track record in producing revenue for mid to long term gas transactions

**Natural Gas Pipeline Operations Managers**

Upcoming need for senior level experience in nat gas pipeline operations management. Call me for more details

**Risk Quant**

Immediate need for 2-3 years energy experience doing risk modeling and experience with SAS, Matlab. Covers multiple commodities  
Please send resume referencing specific position of interest and/or call me directly for additional details on locations and compensation.

Michael Brentari  
Vice President – Energy Division  
713-403-3868

[Mike@searchconsultants.com](mailto:Mike@searchconsultants.com)

100226



**Business Development Manager with a Clean Tech Leader**

(Houston, Dallas or Austin areas)

Are you looking for a fulfilling role where you can continually work with a clean technology solution provider? EnerNOC offers exactly that opportunity. The nation's leader in clean and intelligent energy solutions is looking for salespeople to help us grow our presence in Texas.

While Texas will be your focus, clients may at anytime initiate conversations with you about their other locations, leading you to deals across the country. We are a fast growing company in a high growth industry, publicly traded, and comprised of some of the most dedicated and impressive salespeople you'll find. Come on board and tackle an exciting and green challenge.

EnerNOC (NASDAQ: ENOC) is transforming the way the world uses energy. We help commercial, institutional and industrial organizations use energy more intelligently, pay less for it, and generate cash flow that benefits the bottom line. Our technology-enabled energy management solutions help meet the needs of utilities/grid operators that deliver energy and are responsible for maintaining the real-time

balance between supply and demand. We bring proven expertise and innovative ideas to both groups through a full suite of energy management solutions including:

As a Business Development Manager for EnerNOC in the Houston, Dallas or Austin, TX areas, your mandate will be to call on commercial and industrial customers to educate and sell them on our portfolio of solutions including demand response, energy supply management, MBCx and CarbonTrak. Working out of your home office and spending most of your time out in the field, you will own the sales process from lead generation through to contract signing and upselling, utilizing your experience with all aspects of the sales cycle. Your knowledge of the energy/power industry in Texas will allow you to hit the ground running, and your interest in continually expanding your knowledge base will keep you interested in your clients. Your knack for meeting and exceeding your quota will allow you to meet and exceed our and your own expectations as you become a critical member of our team. You are experienced, inquisitive, polished, and hungry. Join us today!

[Apply online.](#)

100226



*Executive Search & Consulting*

**Business Development - Massachusetts**

Our client is a leading independent energy provider in the North American retail energy market. We are recruiting for a Business Developer Sales Originator for the Western/Central Massachusetts market. The profile or DNA of the candidate is unique and uncompromising; quantifiable benchmark sales success, polished presen-

tation of self and a gorilla work ethic. If you possess these three competencies we are interested in confidentially speaking with you.

Objective is to sell electricity as a commodity to the commercial and industrial marketplace throughout the region. As a Business Development Manager, you will be responsible for prospecting new business opportunities, presenting company services, lead generation, qualifying, and aggressively closing new sales. Additional responsibilities include implementing a business plan to effectively manage assigned territory, acquiring signed contracts from new and existing customers, preparing agreements and price attachments and conducting sales presentations.

For confidential consideration, e-mail résumé to [resumes@brownholtz.com](mailto:resumes@brownholtz.com) and call Scott Brownholtz directly for introduction @ 916-649-3200.

100225



#### Regional Marketer

This is a multi-level position (Associate Marketer, Gr. 6 and Regional Marketer, Gr. 7) with level placement dependent upon the skills and experience of the candidate. This position assists the Regional Marketing Managers in all aspects of the development and execution of energy transactions. Review contract terms and conditions for various transaction opportunities and assist in qualitative and quantitative analysis of the potential transaction. Assist remotely located Regional Marketing Managers with interface/ coordination to other PSEG functional areas during the transaction development and execution process. Collect and disseminate market intelligence, from internal and external

sources, to the Marketing team and other functional areas within ER&T. Analyze and track bidding and pricing strategies of competitors from information available in market. Maintain customer database. Assist Regional Marketers in the preparation of internal and external presentations including PSEG Risk Management Committee presentations, weekly deal pipeline status reports, transaction summaries / term sheets and pitch books for customer visits. Represent the Marketing group at various industry or regulatory forums that directly impact on the group's functions. Participate in customer/supplier visits with Marketers.

Required skills and experience: Candidate must possess analytical and problem-solving skills. Attention to detail is critical in this role. Must have excellent communication and interpersonal skills and be a team player. Must be results oriented, creative, and innovative and have the ability to simultaneously handle a number of competing tasks and deadlines. Candidate must have advanced skills in software such as Excel and PowerPoint. There is an expectation that the candidate will perform their responsibilities with focus and intensity, recognizing the extremely competitive environment that the Marketing organization functions within. Candidate must have at least 2 years of experience in energy industry, energy marketing in ISOs (such as ERCOT or PJM) or in an energy commodity-trading environment. Candidate must possess a Bachelor's degree in business, math or engineering or directly applicable equivalent experience. All interested applicants, please go to [www.pseg.com/careers](http://www.pseg.com/careers) to apply online.

100225



#### Crude / Refined Oil Scheduler

Location: New York, NY  
Commodity Operations division of a major NY investment bank seeking individual with strong knowledge of domestic crude or refined pipelines. Extensive experience scheduling pipelines and knowledge of vessels.

Requirements:

- 2-5 Years pipeline scheduling experience.
- Excellent knowledge of domestic crude or refined pipelines.
- Strong analytical & problem solving skills.
- Good communication skills.
- Desire to gain knowledge of other commodities.
- Team Player

For confidential consideration please email resume to [alj@energytradersinc.com](mailto:alj@energytradersinc.com) or call Al Jackson, Jr., 713 436-3116.

[www.energytradersinc.com](http://www.energytradersinc.com)

100225

#### World Energy

#### Director, Sales – Sales 100-10

World Energy Solutions Inc. (TSX: XWE; NASDAQ: XWES) is seeking a competitive, "A-level" sales professional to join our successful, entrepreneurial team. The ideal candidate must have a demonstrated track record of at least 5 years in sales (two in the retail energy marketplace preferred, either on the demand or supply side) where steady and consistent sales growth has been shown. World Energy operates online exchanges for energy and green commodities. For buyers and sellers of electricity, natural gas, capacity, and green-energy assets who are impacted by today's volatile markets, World Energy's proven approach has transformed the normally complex procurement process into a powerful, streamlined vehicle for

cost savings. In addition to enabling customers to seek competitive pricing on traditional energy commodities, World Energy is taking a leadership position in the emerging environmental-commodities markets. Its award winning World Green Exchange®, supports the groundbreaking regional Greenhouse Gas Initiative's (RGGI) cap and trade program for CO2 emissions.

This position will be located in Upstate New York, Los Angeles, CA, or Chicago, IL.

The ideal candidate must have:

- Unquestionable integrity and solid market reputation
  - An Undergraduate Degree (at a minimum)
  - The ability to thrive in a dynamic and team based work environment
  - An understanding of the energy industry is preferred Experience selling energy related products or services to Fortune 500 companies
  - Specific personal and professional goals
  - A strong work ethic and the desire to achieve higher levels of income
  - Strong organizational and communication skills with both clients and teammates
  - The ability to flourish in a commissioned environment
  - A demonstrated track record for closing at above-average industry rates
- You will be expected to:
- Consistently prospect, qualify and close new business opportunities
  - Consistently close "big-ticket" deals
  - Identify and present to the decision maker within an organization
  - Live up to commitments made to clients, prospects and teammates
  - Travel up to 50% of the time
  - Work 60 + hrs. per week
  - Maintain a professional appearance at all times
  - Prioritize responsibilities and plan the day to maximize results
  - Track your sales behaviors as

well as results

- Sell top of the line products and services on value, not price

World Energy Solutions, Inc., is seeking an experienced, consultative salesperson who is capable of joining and contributing to the growth of the company with a short to little ramp-up period (30 to 90 days). Customer segments may include commercial, industrial, wholesale and government depending upon your area of expertise and geographic area of responsibility. To Apply: Please paste the following link in your browser and complete all required information:

<https://home.eease.com/recruit/?id=493086>

For additional information please visit our website at

[www.worldenergy.com](http://www.worldenergy.com)

World Energy is an Equal Opportunity Employer.

100223



Our client, a premier top tier global organization with a record and award winning year in 2009 – out performing their competition is expanding in their domestic commodities business and hiring:

**MANAGER/DIRECTOR SENIOR COAL TRADER/ ORINATION SPECIALIST TO MANAGE COAL AND EMISSIONS BUSINESS**

This is an outstanding opportunity to apply your skills/assets and work with an experienced and proven award winning global organization with a long term commitment to the commodities business.

In this role you will be working closely with senior managers and traders, responsible for the coal n emissions desk trading strategies, short/long term PnL, objectives and budget. It is help-

ful to have some origination experience, have developed relationships with suppliers and counterparties and work well with a team. The key is to have a good understanding of both physical and financial trading with successful track record of PnL.

**MORE COMMERCIAL ENERGY POSITIONS (BANK, TRADING HOUSE, MERCHANT):**

**ERCOT ANALYST – FRONT OFFICE TRADING SUPPORT FUNDAMENTAL ANALYST TO SUPPORT POWER TRADING ALL MARKETS PNW POWER TRADER, TERM BASIS TRADER – POWER, TERM POWER ANALYST, PREFER COAL AND EMISSIONS EXPERIENCE**

Work with some of the most brilliant and proven MVP's in the energy industry. There is also excellent scope for career progression within the US and globally.

JRP Group is a globally recognized franchise office affiliated with executive search offices in over 50 countries with a specialty practice in commercial energy.

For all CONFIDENTIAL inquiries, contact:

Staci Buck  
Managing Director, Houston Office

Phone: 970-668-4800 Ext. 130

Cell: 832-350-3030

AIM: PnEnergy

Yahoo: tradeenrg

Email: [staci@jrpgroup.net](mailto:staci@jrpgroup.net)

[www.jrpgroup.net](http://www.jrpgroup.net)

100222



**Sr. Analyst - Asset Optimization**

This is a multi-level position (Sr. Analyst/Analyst) with level placement dependent upon the skills and experience of the candidate. Provide financial and analytical support and make

recommendations to maximize portfolio value in the near and long term wholesale markets for energy, capacity, ancillary services and related fuels while understanding the regional ISO, FERC, and NERC control area rules and market conditions. This individual will work with the portfolio Director to develop criteria and methodology for analyzing and mitigating portfolio risk and to develop longer term hedging strategies utilizing all wholesale energy market products such as financial swaps, physical contracts and derivative products such as put and call options

#### Essential Requirements

- Must have a solid understanding power generation assets, fuel, transmission, regional market rules and regulations and strong understanding of electric systems and generation economics
- Must have experience developing strategy and capitalizing on market trends to maximize value
- A thorough understanding of risk management concepts and the ability to apply them to a complex portfolio of energy and fuel positions.
- The ability to work effectively and creatively as part of a cross-functional regional team.
- The ability to work quickly and effectively with various system applications and possess advanced knowledge of Microsoft Suite products.
- Must have degree in finance, business, mathematics, engineering, economics and 3 to 5 years power generation and transmission experience or equivalent relevant work experience.

#### Desirable:

- Experience in financial analysis, risk manage-

ment and/or electric system operations.

- Electric system operations, Electric Generation and Dispatch or electric portfolio economics experience

All interested applicants, please go to [www.pseg.com/careers](http://www.pseg.com/careers) to view full job description and apply online.

100222



#### Commodities I.T. – Front Office Application Developer Houston, TX

A client of ours' is a leading Investment Bank engaged in the global commodities trading markets. Due to recent growth on their Energy desk in Houston, they are currently looking for a skilled Application Developer. This person will be the sole developer supporting an Industry leading team of traders and Front Office analytic staff. Scope of the role is to aid in the build out the desk through adding various market data, pricing, and risk management tools. The ideal candidate will be proficient in working with C#, C++, VBA, and have basic Oracle experience. Person must have an understanding for market data dependencies, curve construction, valuation related concepts, and a good understanding of derivatives. All experience should have been acquired through supporting Front-Office activity of a Physical and/or Financial Commodity (Energy) Trading company. For more information and confidential consideration, please send a resume to [rallen@rwr.com](mailto:rallen@rwr.com). Please contact Ryan Allen for more details.

Office: 713-358-7209  
E-mail: [rallen@rwr.com](mailto:rallen@rwr.com)

100219



#### Senior Business Development Manager

Norcross, Georgia

#### Overall Responsibilities:

Responsible for the sales and marketing of Renewable Energy Certificates (RECs), Carbon Offsets and White Tags through the development of new business relationships and the expansion of existing relationships. The primary focus will be selling through mandated markets such as those established by state renewable portfolio standards and other utility programs such as retail renewable energy and efficiency programs.

#### Daily/Weekly:

- Develops and follows-up with prospective customer leads.
- Creates and manages new relationships and develops creative solutions for customer needs.
- Works within customer relationship management system to allow management of sales and marketing activities as well as all client and prospect information.
- Identifies, analyzes, evaluates and negotiates business opportunities in the best interest of the company.

#### Regularly:

- Remains abreast of industry and markets trends, competition, and company.
- Completes and submits reports per directions, on or before due date.
- Participates in industry-related activities.

- Closes high dollar-volume sales
- Reviews and analyzes sales and marketing database and re-evaluates business plan based on data, sales goals, and profitability.

#### Education and Experience:

- Education: Bachelor Degree or equivalent.
- Relevant Work Experience: 5+ years of experience building sales relationships with electric utilities, preferably in the areas of renewable energy or environmental attributes.
- Candidate must have experience that demonstrates the skills and qualifications listed below:

#### Skills and Qualifications:

- Excellent written and oral communication skills that provide the ability to produce and make dynamic presentations that accurately reflect the company's position and capabilities
- Strong network of existing relationships and exceptional relationship development skills
- Must possess a thorough understanding of the renewable energy and energy efficiency departments typically found within utilities
- Strong organization skills
- Capable of working on complex tasks both independently as well as collaboratively
- Ability to work comfortably with senior level personnel
- Proficiency in MS Excel and MS Word and the ability to work consistently within SAP CRM system
- Position requires at least 50% travel

Submit resume and cover letter via email

[tohumanresources@sterlingplanet.com](mailto:tohumanresources@sterlingplanet.com).

100217

#### Account Manager

Account Manager for Cutting Edge Clean Tech Company En-erNOC, which has operated at the forefront of the clean tech world since inception, is seeking an Account Manager in our Energy Supply Management practice. In this critical role, you will work closely with the Senior Director of New Business Development and Regional Sales Directors to achieve aggressive annual sales plans, by serving as an energy expert committed to helping your wide range of client organizations get the best possible pricing on energy. The deregulated energy market is very dynamic and constantly growing. This is a great opportunity to build relationships with our important clients, be looked to as a subject matter expert and communicate the complex topics to help drive the sales cycle. At the end of the day, you'll have the satisfaction that comes from working with enthusiastic, collaborative and diversely talented individuals who are directing their efforts toward a common goal. To apply for this position or refer someone you know, please use our online interview system managed by Accolo.

#### [Apply Online Now](#)

Once you have completed the interview, your information will be forwarded to the hiring authority for decisions on next steps.

100217



#### Sr. Load Forecasting Analyst

Our client is a premier energy marketer with a great credit rating that has us doing a search for a load forecasting analyst that will support their load auction team within the Northeast wholesale trading business unit. This position is open due to an internal promotion and is looking for someone with strong load forecasting experience in the northeast. Advanced degree a plus. Strong statistical analysis, xcel and sql skills necessary. If you are interested in or need a more detailed description of this job opportunity email your resume to: [tallen@rwr.com](mailto:tallen@rwr.com)  
Truett Allen

Partner Energy Search

Richard, Wayne & Roberts

100216

**Brownholtz  
& Associates**  
LLC

*Executive Search & Consulting*

#### Project Manager – Energy Efficiency (Southern California)

Position Summary: Work includes Project and Construction Management of energy efficiency and cogeneration projects. Will be responsible for project leadership, project revenue and project gross margin. Coordinates project schedule, scope, budget, quality, budget overruns and schedule delays, develop and evaluate schedules, and construction documents.

#### Position Responsibilities

- Manage technical resources completing project design and development

- including scope, alignment, subcontractor selection, capital cost, installation, and estimating, scheduling, milestones.
- Solicit bids to assure competitive cost, best schedule and delivery for all project-related equipment, supply installations, and construction services.
- Manage vendors and subcontractors to ensure quality control & delivery on time and within budget.
- Manage all construction activities at customer project site.
- Provide ongoing project status updates with all parties.
- Evaluate technologies and equipment for suitable application.
- Manage project expenditures and job cost accounting processes: including accuracy, documentation, approvals, expense forecasts, payment reporting and tracking. Perform other duties as required.

#### Experience

- Minimum 3 years' energy services related construction and/or project management
- Strong verbal, written, computer, technical communication and presentation skills.
- MS Project, Excel, Word Experience Required
- Will require approximately 30% domestic travel.

Education: Bachelor's Degree in business or industry-related field  
For confidential consideration contact Scott Brownholtz @ 916-649-3200 and e-mail [resumes@brownholtz.com](mailto:resumes@brownholtz.com)

100216



#### Sr. MISO Trader- Houston

Our client, a leading energy marketer, has us doing a search for a Term Miso Trader to help complete their North American presence. They are looking for someone that trades out the front 12 out to 3, can go higher if necessary. Great team environment, with a strong front office analytics support function.

#### Transmission Analyst- Houston

Our client has us doing a search for a transmission analyst that will be responsible for analyzing transmission data in support of their power trading group, including load, generation, fuel, weather and emissions. This analyst will have experience in production cost modeling and power flow software. Trading analytics support experience and advanced degree in Electrical engineering preferred.

If you are interested in or need a more detailed description of this job opportunity email your resume to: [tallen@rwr.com](mailto:tallen@rwr.com)  
Truett Allen

Partner Energy Search

Richard, Wayne & Roberts

100215



Hello All ...

The Austin Group Energy is experiencing a great start to 2010 ... Knowledge is Power and it is our intention to keep you informed of what is going on around you ... For those unaware, I am entering my 16th year as an energy commodity recruiter and have much knowl-

edge and information on compensation and industry trends ... I am not an internet or e-recruiter and you will never see me advertise on careerbuilder or monster ... I do use powermarketers.com as I have found the site to be affordable and niche specific. I believe in relationships and hard work. Below are several titles to opportunities our clients have an immediate need to hire:

- [Asset Manager - Refined Products](#)
- [Director Quantitative Analysis & Structuring / Pricing](#)
- [Director Compliance / Regulatory - Commodities ... FERC, NERC and CFTC](#)
- [Director IT Wind Operations - SCADA](#)
- [Fundamental Analyst - Gas or Power](#)
- [Manager of Confirmations - eConfirms and confirmHub](#)
- [Oil Scheduler - domestic and Canadian pipelines](#)
- [Pricing & Valuations Analyst](#)
- [\(4\) Real Time Power Traders - Shift work](#)

#### Business Analyst -

Focus on contracts (e.g., deal capture, master agreements, confirmations, etc. and credit. An ideal candidate have experience with credit risk management vendor like ROME (now Triple Point Credit) or Temenos (formerly Financial Objects formerly Raft). Or a person that's implemented any deal capture, contracts, and/or credit system - or implemented an ETRM system like with a focus on one or more of these areas.

#### Sr. Director/RVP Business Development - Canada

For a complete listing of these opportunities and several others not listed above, please visit our website at [www.austingrp.com](http://www.austingrp.com) Also, please consider joining my group on [LinkedIn.com](http://LinkedIn.com) ... "Energy Executive Search Network"... we now have nearly 500 members and growing. This

group is a recruiter free site (except for me) and the members and their affiliation will always be kept in the strictest of confidence.

100215



### Manager, Monitoring and Reporting

Folsom, CA, US

The Manager, Monitoring and Reporting manages the staff of the department as well as the monitoring activities including development of monitoring databases, preparation of statistical analyses, and reports on market performance, coordination of the Department of Market Monitoring (DMM) activities with other departments, provision of input into special investigations of market activity, and contributes to development of market design rules.

Minimum Qualifications

Level of Education

A Master's degree (MA, MS, MBA) or equivalent education, training and experience.

Discipline

Economics, Engineering Economics, Energy Economics or related field.

Amount of Experience

Ten or more years related experience.

Type of Experience

Electric power system management experience, with direct experience in US electric industry wholesale power marketing, preferably in the Western US.

[Apply online](#)

100215

### Manager Risk Management

Our client is a leader in the Natural Gas Power industry. We are currently seeking a Manager of Risk Management for their Philadelphia, DE So. Jersey area based operation. This indi-

vidual will play an important role in the area of Risk Management and strategy development and be responsible for the following:

- Participates in the process to identify and assess risk in all business units and provide an integrated, corporate-wide view, ensuring that the sum is a risk profile consistent with the company's risk strategy.
- Utilize models to quantify the organization's overall exposure to market risk, credit risk, earnings risk and cash flow risk among others, and monitor the exposure to these risks.
- In conjunction with the Risk Analyst and support staff will be:
  - Responsible for setting and maintaining credit limits for our wholesale and retail businesses.
  - Responsible for measuring, reporting and monitoring various risk metrics and trading limits.
  - Ensure all forward physical transactions are confirmed with the respective counterparties.
  - Development and analysis of various reports and reconciliations which will be distributed to internal stakeholders.
- Participate in the implementation and refinement of company policies relating to the measuring, reporting and management of strategic and operational risks.

- Support efforts to elevate the visibility and understanding of risk across the organization.
- Recognize emerging risks.
- Assist in devising appropriate mitigation strategies for significant risks.
- Will review gas, power and other contracts and assess for risks to the company.
- Performs duties inherent in all supervisory, professional and administrative positions. Consistent with all positions in the classification, additional projects, tasks and/or duties beyond what is outlined here may be assigned as required.

#### PREREQUISITES:

- A BS/BA in Finance, Accounting or related discipline. MBA highly recommended.
- A minimum of 8 years experience in a risk management role, preferably in an energy company.
- Experience in identifying, assessing and monitoring business risks is required.
- Experience with power and gas transactions and associated assets would be a definite plus.
- Must possess excellent analytical and communications skills, and have the ability to think critically and interface with all levels of management.
- Managerial experience is required.

Send resume to:

[roger@prcstaffing.com](mailto:roger@prcstaffing.com)

100215



A premier top tier global organization with a record award-winning year in 2009 – outperforming their competition – is expanding its domestic commodities business and hiring:

**SENIOR COAL TRADER/  
ORIGINATION SPECIALIST TO  
MANAGE COAL AND EMIS-  
SIONS BUSINESS**

This is an outstanding opportunity to apply your skills/assets and work with an experienced, proven award-winning global organization with a long term commitment to the commodities business. In this role you will be:

- Working closely with senior managers and traders;
- Responsible for the coal and emissions desk trading strategies;
- Short/long term PnL; objectives and budget.

It is helpful to have some origination experience, have developed relationships with suppliers and counterparties, and work well within a team. The key is to have a good understanding of both physical and financial trading with a successful track record of PnL responsibilities.

**SENIOR COAL/EMISSIONS  
TRADER**

**SENIOR FUNDAMENTAL ANA-  
LYST**

**FUNDAMENTAL ANALYST  
COAL AND EMISSIONS ANA-  
LYST**

Work with some of the most brilliant and proven MVP's in the energy industry. There is also excellent scope for career trajectory within the US and globally. JRP Group is an award-winning franchise office, affiliated with executive search offices globally, and with a focused specialty practice in commercial energy. For all CONFIDENTIAL inquiries, contact:

Staci Buck  
Managing Director, Houston Of-  
fice  
Phone: 970-668-4800 Ext. 130  
Cell: 832-350-3030  
AIM: PnEnergy  
Yahoo: tradeenrg  
Email: [staci@jrpgroup.net](mailto:staci@jrpgroup.net)  
[www.jrpgroup.net](http://www.jrpgroup.net)

100212



**Compliance Analyst, New York/  
CT**

Our client, a leading energy trader in the crude and products arena has us doing a search for a compliance analyst. This analyst will analyze and review trades done for various funds and accounts managed by the Investment Manager for compliance with trading policies and procedures. This person will also be responsible for reviewing employee personal trade statements, monitoring compliance with personal trading policies, as well as perform calculations in connection with these reviews. This person will also monitor compliance with restricted securities list, and be involved in pre-clearance of employee personal trades. Bachelors degree or related field. Minimum 2 years commodities trade surveillance experience. If you are interested in or need a more detailed description of this job opportunity email your resume to: [tallen@rwr.com](mailto:tallen@rwr.com)  
Truett Allen

Partner Energy Search  
Richard, Wayne & Roberts

100209



**3 Gas Trader positions- 1 Gulf  
Coast Cash and 1 Term, 1  
Northeast Cash**

I am currently working with an A+ credit rated energy merchant, who is building out a gas group in the US markets. They are looking for a solid sr. trader to come and help build out and trade the above mentioned markets. This candidate will have the credit and VaR available to make a quick positive gain in the market.

If you are interested in or need a more detailed description of this job opportunity email your resume to: [tallen@rwr.com](mailto:tallen@rwr.com)  
Truett Allen

Partner Energy Search  
Richard, Wayne & Roberts

100209



**Regulatory Analyst- Houston**

Our client an A credit rated trading and marketing shop has us doing a search for a Regulatory Analyst who will be responsible for the review and monitor energy regulatory proceedings, including but not limited to FERC, CFTC, FTC and NERC proceedings. Will be responsible for the preparation of various periodic natural gas, power and LNG related filings with state and federal governmental agencies, including DOE and FERC. This person will also be responsible for reviewing and analyzing

applicable laws, rules, and regulations, providing advice to stakeholders, establishing internal policies and procedures, and assisting with preparation of filings. Candidate needs 4-6 years experience in state and/or federal regulatory compliance, ie. FERC, NERC, CFTC/CEA, etc. If you are interested in or need a more detailed description of this job opportunity email your resume to: [tallen@rwr.com](mailto:tallen@rwr.com)  
Truett Allen

Partner Energy Search  
Richard, Wayne & Roberts

100209



**Principal Power Dispatcher**  
\$98,188 - \$122,735 annually  
The City of Pasadena is seeking a knowledgeable and experienced professional to evaluate, negotiate, and implement short-term power transactions with other utilities.

The successful applicant must have five years experience in power and/or natural gas trading/scheduling procedures, contract negotiation, purchasing contracts and accounting procedures. Five years experience in energy scheduling or wholesale electric energy and gas trading; and proficiency with a variety of personal computer applications and software is highly desirable. OPEN UNTIL FILLED.

For a complete job description and to apply on-line, please go to our website at:

[www.cityofpasadena.net](http://www.cityofpasadena.net).

EOE

100208



An EDISON INTERNATIONAL Company

### Energy Contract Originator (SCE - NB60677163EA)

#### Basic Qualifications:

Must have experience with commodities trading or contract administration or experience in the wholesale energy markets.

#### Core Competencies:

- Bachelor Degree in Business, Economics, Finance, Engineering or an equivalent combination of education, training, and experience.
- Typically possesses five or more years experience in functions related to electricity trading or marketing, contract management, and/or project management plus two or more years of supervisory or program management experience.
- Demonstrated experience with financial and/or physical markets for energy.
- Demonstrated knowledge of and experience with deregulated energy markets, related to both physical operations and regulatory structure.
- Demonstrated experience with EEI and/or ISDA master agreements.
- Demonstrated experience analyzing complex financial, regulatory and/or business problems.
- Demonstrated experience in developing strategies for complex and competitive situations involving multiple variables.
- Demonstrated experience negotiating and managing complex contracts.
- Demonstrated ability to scope and plan a project, mobilize a cross-departmental team, and

guide the process to completion, with sensitivity toward competing business needs for resources.

- Demonstrated ability to take initiative and accountability while accurately analyzing information and making sound decisions.
- Must have excellent written and verbal communication skills, including experience developing and presenting technical and business information in formal and informal settings.
- Must demonstrate the ability to integrate work across relevant areas, manage risks and safety appropriately, manage information, and provide exceptional service to internal and external customers.
- Must demonstrate effective resource and project planning, results delivery, team building, and staying current with relevant technology and innovation.
- Must demonstrate strong ethics, leadership, interpersonal skills, the ability to effectively manage stress and engage in continuous learning.
- Must possess excellent computer skills, including proficiency in Microsoft Word, Access, PowerPoint, and with an emphasis on Excel.

COMMENTS: Additional testing may be required as part of the selection process for this position.

#### Preferences:

- MBA or technical based graduate degree.

#### Typical Responsibilities:

The successful candidate will work in the Power Contracts group with Energy Supply & Management. The primary function is negotiating and administering medium- and long-term

contracts with existing generators, power marketers, and new generating facilities that range in term (from one month to tens years) and value (between \$100,000 to \$500 million respectively). As the primary point-of-contact with counterparties, the Contract Manager is responsible for maintaining SCE's relationships with suppliers throughout negotiations of new agreements, amendments and on-going contract administration. The Contract Manager is also tasked with supporting SCE's power and emission trading functions by negotiating agreements that enable trading while limiting credit and legal risks to SCE. The job will require constant monitoring and analyzing of contract requirements and making recommendations to management regarding strategy for maximizing the benefits of supply contracts. Contract Managers will work closely with the Planning, Day-Ahead, Real-Time, Risk, Credit, Law and Settlement groups with primary responsibility to ensure the proper utilization and management of the contracted power supplies. The Contract Manager will attend meetings with internal and external stakeholders to understand the energy marketplace and develop strategies for utilizing SCE's assets, and perform other duties and responsibilities as required.

To view job at [edisonjobs.com](http://edisonjobs.com) please select the "Southern California Edison" or "Edison International" logo.

Edison International and Southern California Edison reserve the right to close or cancel a posting at any time.

If you are interested in this position, please submit your resume in confidence by visiting [www.edisonjobs.com](http://www.edisonjobs.com).

Edison International is an Equal Opportunity Employer.



An EDISON INTERNATIONAL™ Company

### Senior Energy Contract Originator

(SCE - NB60677306EA)

#### Basic Qualifications:

Must have experience negotiating energy contracts.

#### Core Competencies:

- Bachelor Degree in Business, Economics, Finance, Engineering or technical discipline.
- Typically possesses seven or more years' experience in functions related to electricity trading or marketing, contract management, and/or project management plus five or more years of supervisory or program management experience.
- Demonstrated experience with financial and/or physical markets for energy.
- Demonstrated experience with deregulated energy markets, related to both physical operations and regulatory structure.
- Demonstrated experience with EEL and/or ISDA master agreements.
- Demonstrated experience analyzing complex financial, regulatory and/or business problems.
- Demonstrated experience in developing strategies for complex and competitive situations involving multiple variables.
- Demonstrated experience negotiating and managing complex energy contracts.
- Demonstrated ability to scope and plan a project, mobilize a cross-departmental team, and guide the process to completion, with sensitivity toward competing

business needs for resources.

- Demonstrated ability to take initiative and accountability while accurately analyzing information and making sound decisions.
- Demonstrated excellent written and verbal communication skills, including experience developing and presenting technical and business information in formal and informal settings.
- Demonstrated proficiency in Microsoft Word, PowerPoint and Excel.
- Must demonstrate the ability to integrate work across relevant areas, manage risks and safety appropriately, manage information, and provide exceptional service to internal and external customers.
- Must demonstrate effective resource planning, team building, and staying current with relevant technology and innovation.
- Must demonstrate strong ethics, leadership, interpersonal skills, ability to effectively manage stress, and engage in continuous learning.

COMMENTS: Additional testing may be required as part of the selection process for this position.

#### Preferences:

- MBA or technical based graduate degree.

#### Typical Responsibilities:

The successful candidate will work in the Power Contracts group with Energy Supply and Management. The primary function is to lead negotiations of medium- and long-term contracts with existing generators, power marketers, and new generating facilities that range in term (from one month to tens years) and value (between \$100,000 to \$500 million respec-

tively). Typical responsibilities will include: Acting as the primary point-of-contact with counterparties and leading SCE's relationships with suppliers throughout negotiations of new agreements, amendments and on-going contract administration. Leading negotiations of agreements that enable trading while limiting credit and legal risks, in support of SCE's power, gas, and emission trading functions. Monitoring and analyzing market conditions and regulatory changes. Evaluating contract requirements and making strategy recommendations to management in order to maximize the benefits of supply contracts. Working closely with the Planning, Day-Ahead, Real-Time, Risk, Credit, Law and Settlement groups with primary responsibility to ensure the proper utilization and management of the contracted power supplies. Monitoring state, local and federal regulatory actions, contributing to key testimony and assessing the effect of market developments on SCE's physical and financial position. Attending meetings with internal and external stakeholders to understand the energy marketplace and develop strategies for utilizing SCE's assets. Responsible for mentoring and training other team members and performing other duties and responsibilities as required.

To view job at [edisonjobs.com](http://edisonjobs.com) please select the "Southern California Edison" or "Edison International" logo.

Edison International and Southern California Edison reserve the right to close or cancel a posting at any time.

If you are interested in this position, please submit your resume in confidence by visiting [www.edisonjobs.com](http://www.edisonjobs.com).

Edison International is an Equal Opportunity Employer.



Below I have listed just two of our hottest orders so please visit our website for a complete list of opportunities available for immediate hire.

#### #1 Regional Natural Gas Traders

to be based in my client's New York City office.

The ideal candidates will have some or all of the following skills relating to a specific region:

- Knowledge and understanding of a regional pipeline/storage infrastructure and it's respective supply and demand composition
- Understanding of the calculation of transportation/ capacity release and storage costs
- Working relationship with commercial participants (producers/ pipelines/utilities/end users/traders)
- Knowledge of specific pipeline(s): constraints, flows, variable transport costs, storage, Park n Loans and scheduling
- Ability to construct a regional supply and demand model

Qualifications:

- Minimum of a BS/BA Strong numerate and communication skills
- Self starter with the drive to build a business
- Ability to analyze fundamental data and articulate conclusions in a simple condense format
- Has the aptitude and knowledge to actively trade the front of the curve, taking forward financial basis to daily pricing, through financial

derivatives and physical flows

- Track record demonstrating consistent, self generated, net revenue

#### #2 Compliance Officer - Commodities (Houston Location)

The person performing this trading desk advisory position will be responsible for implementing and managing the overall compliance program for the Commodities trading business line in the Houston Office. The business group performs sales, trading, structuring and corporate coverage activities primarily in power and natural gas markets. Particular focus on complex commodity derivatives and environmental finance. The group also engages in futures market trading, in connection with its OTC activities. Implementing and managing the local compliance program for this Business Area in a manner designed to meet regulatory requirements and industry best practices. Identifying regulatory trends and developments, advising business staff as to how this may impact their current activities, and working with supervisors in NY to implement any required changes to current policy / practice. Drafting and updating policies and procedures. Developing trade surveillance reports. Participating in internal investigations, responding to regulatory inquiries, and coordinating internal and external audits and inspections. Interacting with regulatory agencies and exchanges. Providing regulatory/compliance training as needed.

Position Requirements

- Bachelor's degree 5+ years of commodities experience, preferably in a trading environment, risk management function, or law firm; and 5+ years of compliance experience.
- Strong knowledge of applicable federal laws, rules and regulations; specifically FERC and CFTC.

- Excellent oral and written communication skills.
- Ability to make, support and defend difficult and complex regulatory/compliance decisions in a fast-paced trading floor environment.
- Strong product knowledge as to commodities and futures markets, particularly with regard to power and gas trading.
- Familiarity with commodities trading deal capture systems, a strong plus.
- Ability to project confidence and professionalism in all dealings with business personnel.
- Experience in an investment banking environment a plus.
- Experience with structured products, linked notes, prime brokerage, and/or ETFs a plus.

The Austin Group Energy  
 L.P. Energy Executive Recruiters  
 Paul Johnson, CPC CSP  
[www.austingrp.com](http://www.austingrp.com)  
[pj@austingrp.com](mailto:pj@austingrp.com)  
 O (281) 600-8145  
 M (281) 686-7559  
 AOL IM pjtage  
 Yahoo IM pj\_tage  
 100204



**Marketing Manager – Commercial, Industrial & Aggregators – Mid Atlantic US**

Philadelphia

The primary job function is to actively market physical and financial natural gas to commercial, industrial and institutional customers in the Mid Atlantic region other targeted US markets.

This marketing position is one of several directed to Commercial, Industrial & Aggregator custom-

ers. While the positions primary focus will be on direct gas marketing, including targeted development of markets for the gas from the Marcellus shale, supporting aggregator gas and power sales in the Mid Atlantic US is also a priority. Channels to market are direct sales, agent relationships, and aggregators (where Shell Trading acts as a wholesale supplier).

Additional responsibilities will include:

- Supporting aggregator gas and power sales, environmental and risk products, and asset management services.
- Develop and update a sales pipeline with targeted customers.
- Active engagement with both external and internal stakeholders is required to effectively shepherd deals thru the process stages.
- Coordinate contract prioritization through Contracts Administration and other internal stakeholders to ensure compliance with deal delivery metrics.
- Continually develop Customer Value Proposition (CVP) proposals beyond commodity selling which includes all potential pipeline and storage positioning opportunities with target customers.
- Expand direct gas sales, including the off-takes from the Marcellus shale area.
- Support aggregator gas and power sales. Support wholesale power sales. Develop new and expand existing customer business with environmental products offering

Requirements

- Five years experience in origination, marketing, sales or trading within

the Gas and Power Industry.

- Demonstrated analytical capabilities, good organization skills and the ability to multi-task priorities.
- Results oriented individual who enjoys working in a fast paced, collaborative team environment.
- Bachelor's Degree in Business, Economics, Engineering or related field
- Must have legal authorization to work in the US on a full-time basis for anyone other than current employer

Click [here](#) to apply for this position.

100203



**Head of Trading Analytics**

We are working with an A+ credit rated, leading energy marketer, that has us doing a search for a Head of Trading Analytics. This new position will be tasked with building out a premiere trading analytics team to provide decisions support to their gas and power trading groups. This person will manage a team directors, managers, phd level quants, as well as decision support staff embedded in the various trading groups. The ideal candidate will have an advanced degree, solid quantitative skills, ability to communicate with the heads of trading.

If you are interested in or need a more detailed description of this job opportunity email your resume to: [tallen@rwr.com](mailto:tallen@rwr.com)

Truett Allen  
 Partner Energy Search  
 Richard, Wayne & Roberts



## West Oaks Energy, LP

### Traders, Quants, Analysts and Programmers

West Oaks Energy, LP is searching for qualified candidates to fill several positions.

We are a Houston based proprietary trading firm located near midtown. West Oaks is continuing the expansion of its trading desk and is currently hiring experienced virtual power traders, short term cash power traders, quants and transmission analysts and computer programmers. Compensation includes a base salary, aggressive percentage of book and full health care coverage.

The ideal candidate must be self motivated and have an entrepreneurial spirit. Traders will be required to demonstrate extensive knowledge in the relevant regions they desire to trade.

Looking for candidates with experience in PJM, MISO, NEPOOL and NYISO. In addition, candidates should have flexible risk parameters while maintaining successful returns.

Bonus participation in the Company's pool available is provided for non-risk takers.

Please forward resumes to [info@westoaksenergy.com](mailto:info@westoaksenergy.com).

100201.



### Director, Government and Regulatory Policy (West Region) – (7323)

Develop & maintain relationships in the Western U.S. legislative and regulatory arenas that further company's commercial goals. Areas of focus includes: Governor's office, the legislature, CAISO, and the CPUC. Manage lobbying, and other Governmental & Regulatory re-

sources in Western states. Proactively advise and contribute as requested by Project Managers developing generation and transmission projects in the region. Implement effective advocacy for areas of emphasis. Keep development team informed regarding important issues that can affect projects and initiatives. Proactively work with Asset Management to ensure issues affecting operating plants are understood and timely, effective advocacy is undertaken as needed. Participate in weekly asset management or origination calls to communicate most current governmental & regulatory situation to the rest of the asset management team. Monitor regulatory reporting resources (IPP Trade Organizations, Muller's report, CAISO stakeholder distribution lists, CPUC and ACC distribution lists) for activity commercially relevant in the short or long term. Primary States to cover: CA, AZ, NM, WA, OR.

Bachelor's Degree required (Master's preferred) and at least 8 years experience in Regulatory or Governmental affairs in the energy industry, primarily in the Western U.S. power markets. Strong and current knowledge of ongoing energy industry regulation & legislation primarily as it affects power generation & transmission markets. Requires residence in either San Francisco or Sacramento CA.

### Manager - Regulatory Affairs (7322)

Advocate positions with local, state, and federal officials and staff. Monitor and analyze regulatory filings at the state and federal levels. Develop and maintain working knowledge of electric power industry restructuring and competitive market design. Review, analyze, and communicate company positions in legislation development and implementation. Develop, coordinate, and implement regulatory strategy. Coordinate company participation in trade associations, Manage participation in

regulatory proceedings including outside counsel and consultants in regulatory proceedings. Assist in regulatory compliance Bachelors degree, advanced degree such as JD or MBA a plus. Two or more years of government affairs or regulatory work experience. Strong communication and negotiation skills. Self-motivated with the capability to manage and prioritize multiple projects. Ideally have previous experience in the utility or other regulated industry. Frequent travel is required  
**Engineer – Power plant development (7230)**

Support project development and project management activities for domestic power generation projects. Participate in conceptual design and environmental permitting; solicitation and evaluation of proposals for technical services, equipment and construction; contract administration; and general project management.

Bachelors' Degree in Engineering is required as is at least 5 years experience in the power generation industry (as a developer or engineer with a generation development company, an engineering firm or a relevant equipment manufacturer). Must also possess strong analytical, planning, organizational, and communication skills; be energetic and self-motivated. Must also be capable of handling multiple and diverse tasks.

### MANAGER, TRANSMISSION MARKET POLICY (7313)

Provide expert advice regarding market structure and operation within assigned NERC regions, primarily the SPP. Participate in stakeholder committees/task forces and communicate regularly to Asset Managers, Trading, Marketing, System Operations & Generation Dispatch Sections. Develop strategies for entry and commercial terms while addressing issues such as impacts of OATT, renewable transmission interstate projects, ISO/RTO transmission buildout plans, protocols, and operating

guidelines within SPP and before potential regulatory groups. Seek avenues of increased optimization for company assets and help insure equitable treatment of independent generation and transmission. Coordinate closely with FERC and NERC activities to assure uniformity of regional compliance.

Bachelors Degree required, (BS in Engineering - ) and at least 5 years transmission planning and/or policy experience required. Knowledge, understanding and personal contacts (primarily in the SPP Region) associated with all aspects of the electric transmission grid, activities, markets and policy is required. Must have the experience and ability to generate and maintain business relationships with ISO and RTO staffs.

#### Transmission Engineer/Analyst (7303)

Gather and review of input data and system modeling assumptions necessary for load flow analyses and the interpretation & communication of results. Perform production cost modeling and load flow analyses (using Powerworld / PSSE / MUST, or other load flow programs) for the various regional electric power markets in the U.S. Apply knowledge of transmission, along with the rules of the wholesale power markets, to provide support to Marketing & Trading organizations. Run optimization models to forecast congestion and analyze results to determine congestion drivers. Analyze and evaluate complex wholesale energy transactions to ensure all relevant transmission related operational issues are identified and communicated prior to implementation. Act as liaison with internal and external customers on transmission related matters.

BSEE required as is a minimum of 3 - 5 years of experience in the power industry. Must understand, load flow analysis, LMP determination and market rules. FOR THESE JOB OPPORTUNITIES PLEASE SEND RE-

SUME TO: E-mail resume to: [llaux@topcareers.com](mailto:llaux@topcareers.com). View all job openings at [www.topcareers.com](http://www.topcareers.com). 091102.



Optimus is a premier provider of energy recruiting and staffing services. For more information on this position, please email us at [info@optimus-us.com](mailto:info@optimus-us.com). We look forward to working with you on your next exciting career opportunity!

#### West Gas Scheduler

A key Optimus client is seeking qualified candidates to join the organization's wholesale natural gas scheduling team. This position will focus on the West which is a high activity level desk for the organization including heavy transportation and storage movements. The client is currently seeking professionals with 1 to 3 years of experience in Natural Gas Scheduling – West preferred.

Some Key Responsibilities Include:

- Interpret and communicate scheduling/ volumetric data and provide real-time updates to trading as required
- Schedule/Route transactions, enter scheduling data into the system of record and validate transactions against pipeline nominations
- Assist in making economic decisions in routing gas, managing imbalances, and assist in sourcing decisions
- Continually seek information that may impact market conditions and

communicate that information immediately

- Actualize and assist in reconciling past month activity in both scheduling and accounting systems

#### Midcon Physical Gas Trader

A Houston-based client is currently seeking a mid level/4 to 7 year experienced physical mid-continent trader to join the desk. Ideally, the client is seeking a professional:

- very familiar with the core midcontinent pipeline grid possessing a strong fundamental grasp of the area
- who will play a large part in developing the fundamental view for proprietary trade strategy with solid cash trading and intra-month optimization skills as well as strong relationships in the region
- intent on delivering value to the desk
- interested in developing into managing short term financial trading strategies

#### Midcon Basis Trader

A Houston-based client is seeking a strong Financial Gas Trader focused on the Midcontinent region. Ideally, the client is seeking a professional with:

- a proven history of profitable trading experience
- the ability to develop, execute and manage proprietary trade strategy from both a fundamental and technical perspective
- experience providing structured transaction pricing support for the Marketing and Origination teams
- experience developing and communicating a market view with regard to the region of responsibility
- a desire to provide support to other desk members and ensure the

desk operations meet with company compliance procedures

#### Structuring, Structured Credit and Market Risk

A growing Houston Energy Client is seeking professional with a background including Investment Bank and Energy experience for several opportunities – Leadership to Analyst level.

These positions focus heavily on the Structuring side of their business including Long-term Structured Transactions and M&A.

Responsibilities can vary from Credit Structuring, Market Risk Assessment and Accounting Treatment. If you have Energy Commodities experience and prior experience with an Investment Bank, please contact us for more information on these opportunities.

#### Team Lead – Wholesale Energy Credit

A key Optimus client is seeking a supervisor/lead level professional with strong experience in wholesale energy credit risk.

This position will be responsible for the following critical areas of Credit Risk Management as well as the supervision and employee development of several credit analysts.

Position responsibilities:

- Financial Statement Evaluation: perform, and direct others in the performance of, financial statement evaluation to determine the tenor and amount of credit to extend counterparties.
- Ongoing Credit Risk Mitigation: perform ongoing evaluation of counterparty's financial status and develop and manage risk mitigation strategies including communicating with customers regarding additional letters of credit, margin calls, parental guarantees, net out analysis and prepayments.

- Calculating and Measuring Credit Exposure: evaluation of the net exposure at the transaction and aggregate exposure level as applicable and reporting on the relevant status of each counterparty.
- Ongoing Exposure Management, Reporting and Forward Exposure Analysis: evaluating current and future potential changes in the portfolio which may have an impact on the credit exposure to any counterparty.
- Employee Development and Supervision: direct the activity of analyst professionals on the team and provide mentoring as well as professional direction.
- Systems, Business Process Improvement, Controls and Special Projects: assist the department during system implementation or business process change, identify areas of process or controls improvement, ensure existing controls are followed and assist on special projects as needed.

#### PJM and MISO Trader

Traders are responsible for developing and executing short term trade strategies including day ahead, bal month and next month. Our client is continuing to expand its reach into the East markets and is interested in traders with:

- Experience developing and managing trade strategy in the region
- A proven history of profitability
- A strong understanding of the region's fundamentals
- Ontario, NYISO and NEPOOL Trader
- Traders are responsible for developing and executing short term trade strategies including day

ahead, bal month and next month. Our client is continuing to expand its reach into the East markets and is interested in traders with:

- Experience developing and managing trade strategy in the region
- A proven history of profitability
- A strong understanding of the region's fundamentals

#### Analyst to Senior Analyst – Market Analytics

A key Optimus client is seeking analyst to experienced analyst team members for the market analytics team supporting all commercial functions of the organization.

Some key points of responsibility will be:

- Transaction Support: Identifying the risk components and pricing characteristics of all complex transactions including embedded options
- Asset Optimization: performing analysis regarding dispatch optimization, asset operations, supply management and operating margin
- Market Fundamental View: Developing and providing an independent fundamental market view utilized in evaluating the risk factors impacting the company's asset portfolio and trade strategy position
- Results Analysis: Preparing and evaluating results across individual transactions, portfolios and asset classes
- Modeling: Developing and managing the models and reporting infrastructure necessary to provide consistent, repeatable information and support
- Developing and managing the models and reporting infrastructure

necessary to provide consistent and reliable forecasting reports

#### Director Power Asset Development

A key Optimus client is seeking a senior professional to take the lead on identifying asset development opportunities in Power. This is an excellent opportunity to see the process from site identification and permitting through financial close. Some key points of responsibility will be:

- Identifying and evaluating prospective projects for development
- Preparing, evaluating and presenting cost estimates and financial pro forma for each project identified
- Negotiating permits and operational agreements where necessary
- Leading and incorporating a multi-disciplinary team of specialized consultants and internal team members throughout the key stages of the project lifecycle
- Ensuring that all pricing and structures meet with the organization's internal risk-return as well as compliance/controls guidelines
- Maintaining and regularly presenting project progress and status

#### Senior Manager/Director Accounting Policy – Commodity Trading

The Director Accounting Policy is responsible for supporting the commodities trading business and ensuring the correct accounting treatment of all transactions. This professional will be responsible for defining effective accounting policies which are aligned with reporting standards and all applicable compliance rules.

Responsibilities include:

- Participating on deal origination teams to provide advice on the ac-

counting of new transactions – oil preferred

- Validating and updating policies for commodity contracts and inventory accounting, including FAS 133.
- Auditing transactions to ensure consistent application of the procedures
- Assisting with quarterly and year end reporting, including regulatory reporting
- Proactive incorporation of new accounting standards into the business operations

For more information on these positions, please email us at [info@optimus-us.com](mailto:info@optimus-us.com) or view more details at [www.optimus-us.com](http://www.optimus-us.com). We look forward to working with you on your next exciting career opportunity.

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SaltHill Group is searching for qualified candidates to fill several open positions in the energy trading divisions of hedge funds, I-Banks, and international energy companies. We work with companies nationwide.

Sample of open positions include:

- [Market Risk Lead, Position #1](#)
- [Quant, Senior Analyst, Position #2](#)
- [Pricing & Structuring Director, Position #3](#)
- [Traders, Position #4](#)
- [Senior Power Fundamental Analyst, Position #5](#)
- [Northeast Origination Director, Position #6](#)
- [Credit Risk Senior Analysts \(see website\)](#)
- [Risk, Senior Manager \(see website\)](#)
- [Accounting Policy Manager \(see website\)](#)

For information on these open positions, please contact [chynes@salthillgroup.com](mailto:chynes@salthillgroup.com) by e-mail and visit our website <http://www.salthillgroup.com/opportunities.html>. Some positions noted above are not detailed on the website. Multiple positions are featured below our address. SaltHill Group  
191 North Wacker Drive, Floor 23

Chicago, Illinois 60606-1633  
[chynes@salthillgroup.com](mailto:chynes@salthillgroup.com)  
phone 312-422-1392

#### Position # 1: Market Risk Lead

Lead role is part of a Market Risk team focused on power & gas trading. Responsibilities include pre-approval of new deals and ongoing market risk limits reporting and enforcing. Also, role is involved in identifying underlying risks of new deals, trade strategies and products. Must have an undergraduate degree in Engineering, Finance, Math or Economics, and specialized knowledge of physical/ financial power and gas trading including knowledge of complex structured transactions. Approximately 4-8 years of relative energy experience in Market Risk or Structuring with an Investment Bank or large Hedge Fund strongly desired.

#### Position # 2: Quant Senior Analyst

Role provides quantitative analysis for multiple groups including wholesale power trading, retail power pricing and global risk. Modeling responsibilities are broad and include risk modeling, load forecasting, creating pricing and structuring models and undertaking valuation analysis. Must have 6+ years of energy trading or energy retail experience, as well as proficiency in CRR/FTR valuations. Also, must have an undergraduate degree (math, engineering, or computer science), advanced degree preferred.

#### Position # 3: Pricing & Structuring Director

Senior pricing and structuring role covering the northeast markets for a start-up, unregulated

nuclear energy-generating and marketing company. This lead role will have a blend of responsibilities including transaction structuring and pricing of deal flow, fundamental analysis, hedging strategy and evaluation and business development. Must have an undergraduate degree, advanced degree desired. Also, must have 10+ years of power & gas commodity structuring experience, strong NE power market knowledge (NYISO and NEPool) and experience in fundamental analysis and advanced financial modeling.

#### Position # 4: Traders

Small, growing trading companies are expanding their power, gas & oil trading desks and new trading positions are anticipated in 2010 with a focus on short-term trading. Sample positions include Virtual Power Traders, FTR Traders, and Oil & Gas Futures/Spread Traders.

#### Position # 5: Senior Power Fundamentals Analyst

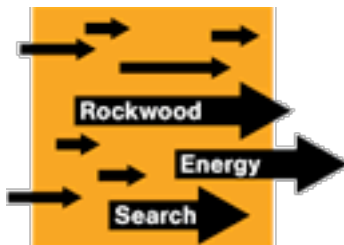
Role is responsible for the power cost production model and related price forecasts, as well as tracking infrastructure developments and strategy analyses/development. Must have 3-5 years experience in power fundamental analysis and forecasting, experience with the NE power markets (NYISO, NEPool, PJM, etc.), high-level comfort with third-party, technology-based research tools and a masters degree in Econometrics/Decision Analysis.

#### Position # 6: Northeast Origination Director

Role is responsible for negotiating and structuring mid- to long-term contracts and positions in wholesale power products with various counterparties including utilities, municipalities, energy service companies and load aggregators (retail). Must have a bachelor's degree and 7+ years of energy industry experience. Also, must have demonstrated ability to negotiate and close transactions, knowledge of NE power market (NYISO, NEPool,

PJM) structure and rules and demonstrated knowledge of power sale and fuel supply.

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Rockwood Energy Search has been active within the domestic energy business since 1986. We help our clients capture economic value and manage risk. We have long-term relationships with candidates and have aided them in understanding how the energy job markets works, and how they might advance their career.

We have new jobs becoming available now as we move into the prime recruiting season.

Please check our website for these and other job openings: <http://www.rockwoodsearch.com/opensearches.html>

#### Power Basis Trader – Job 1484P

Client in Houston is building on its success in the FTR market, and now needs someone to generally trade congestion in the major markets—PJM, NY, ISO-NE.. Candidate would have minimum of 3+ years experience, and be very strong in the market fundamentals. Don't necessarily need a quantitative person since desk has amply quantitative horsepower.

Candidates must be an experienced senior trader and have generated at least \$2 million in profits in current or prior basis trading jobs to qualify for consideration.

#### Pricing and Structuring Analyst-Power – Job 1500P

New York Metro area firm is expanding its valuation and structuring function. This is an excellent opportunity for a quantita-

tively oriented energy analyst to move to a front-mid office role. The client is well-financed and growing, so one can focus on the job and not worry about employer stability.

First, the job requires experience with structuring and valuation of complex physical and derivative transactions. While the quality of experience is important, at least two years of experience is expected.

Second, the main task is to identify and monetize imbedded optionality and be able to model this optionality. So the analyst must demonstrate that he/she can model the optionality with Excel and VBA. Those analysts with only modest technical skills are unlikely to be seriously considered.

Additionally, experience with ISO operations and physical power movement would be well-received.

Familiarity with ETRM systems and portfolio/book reporting is also desirable.

Education: BS or MS degree in finance, economics, engineering, mathematics or related field, MBA or Masters preferred. Certification as a FRM, CFA or PRM would be a plus.

Please send resumes to [resumes@rockwoodsearch.com](mailto:resumes@rockwoodsearch.com) citing the assignment number.

100105.

 **MRINETWORK**  
BUILDING THE HEART OF BUSINESS™  
Management Recruiters of Ft. Worth/Arlington TX  
**SENIOR GENERATION CONTROL SYSTEMS ANALYST (7292)**

Maintain and modify complex SCADA calculations and User Calculations. (Generation Control Systems primary databases including SCADAMOM, GENMOM, OAG, DNP and SMP). Interface with ERCOT, transmission providers and power plants to maintain communications databases and connectivity. Maintain and modify communications hardware including modems,

Monahan's boards and Digi boards. Maintain and modify communications software configurations. Provide 24x7 Real Time Operations support for the Generation Control System. Analyze data quality performance and prepare reports to focus maintenance activities. Bachelors Degree in Engineering is required as is a minimum 5 years of job related experience or equivalent experience and training. Must also have current or very recent experience in modifying and configuring AREVA e-terramodeler, e-terrascada, e-terrageneration and e-terracontrol, and e-terraarchive for a major generation entity is desired. Knowledge and experience in maintaining e-terrahabitat, e-terraplatform is desired. Minimum of 2 years experience in supporting generation control systems of any supplier is required.

#### **DISTRIBUTION ENGINEER (7320)**

Responsible for planning, analysis and design of the 12.5 kV distribution system and associated substation facilities. Plan, schedule, conduct, and coordinate distribution projects. Exercise judgment in the independent evaluation, selection, adaptation and modification of standard techniques, procedures and criteria. Resolve problems, such as conflicting design requirements, unsuitability of conventional materials, and difficult coordination requirements. Participate in contract bidding and administration; observe project action on site. Serve as liaison between clients, subcontractors and design teams. Review plans, prepare and review technical specifications, contract documents, and estimates. Understand right-of-way conditions and restrictions. Work with in-house surveyors and drafters that pertain to transmission and distribution projects. Perform other duties assigned by Team Leader.

Bachelor's degree in Electrical Engineering required as is 2+

years related experience with an electric utility planning, designing and supervising construction of power distribution systems. P.E. highly preferred. Experience with PLS-CADD is required as is a strong knowledge of National Electrical Safety Code (NESC) requirements.

#### **MANAGER, RISK CONTROLS (energy) (5335)**

Develop and maintain the corporate credit risk practice. Work with legal staff to negotiate master agreements with counterparties and negotiate credit terms for new forward and option contracts. Analyze credit ratings and calculate credit thresholds for counterparties. (For unrated counterparties, generate internal credit ratings.) Create basic credit risk analytics to determine potential outcomes. Develop quantitatively-based models for setting credit limits and calculating credit exposures, particularly in support of transaction in illiquid markets or non-standard structures. Work with Market Risk Management to create price and liquidity scenarios for analysis. Document credit risk management practices for SOX, business continuity, and other internal needs. Support corporate-level index of counterparty and vendor credit ratings..

Bachelors' Degree in Finance, Economics, related or technical field (MBA or PhD preferred) and 5+ years of experiences in credit risk management is required. Experience in trading, market risk, and/or corporate finance are preferred as is experience in power and gas commodity markets within a commodity trading environment. Certification by PRMIA or GARP desirable. Also highly preferred is specific experience with Northeast power markets, familiarity with nuclear plant operations & uranium markets, commodity risk management, statistical analysis, VaR calculations, cross commodity valuation, risk analysis and option theory.

#### **Manager, Environmental Systems (7319)**

Manage and direct the work of a section responsible for systems supporting environmental compliance assessments and upgrades. Develop strategies and engineered solutions based upon system performance, condition assessment, and root cause analysis. Facilitate the deployment of strategies developed to support Fossil plant operating goals. Provide direction to system engineering supervision. Work closely with and supports the development of systems maintenance and rehabilitation processes and strategies. Direct resources to support department special projects as directed by supervision. Allocate resources to tasks to achieve optimal performance. Incorporates environmental, health, and safety requirements into deliverables.

B.S. Degree in engineering; ten or more years of experience in the operation, maintenance and upgrade of power plant systems. Minimum of three years experience in technical supervision or as technical expert for these systems. License as a professional engineer is desired as well as knowledge of system performance and design principles

#### **Manager, Combustion Processes (7318)**

Manages and directs the work of a section responsible for systems supporting combustion processes and support systems. Develop strategies and engineered solutions based upon system performance, condition assessment, and root cause analysis. Facilitate the deployment of strategies developed to support fossil plant operating goals. Provides direction to system engineering supervision. Work closely with and supports the development of systems maintenance and rehabilitation processes and strategies. Directs resources to support department special projects as directed by supervision. Allocate

resources to tasks to achieve optimal performance. Incorporate environmental, health, and safety requirements into deliverables.

B.S. Degree in engineering; ten or more years of experience in the operation, maintenance, and upgrade of power plant systems. Minimum of three years experience in technical supervision or as technical expert for these systems. License as a professional engineer is desired as well as knowledge of system performance and design principles.

FOR THESE JOB OPPORTUNITIES PLEASE SEND RESUME TO: E-mail resume to: [llaux@topcareers.com](mailto:llaux@topcareers.com). View all job openings at [www.topcareers.com](http://www.topcareers.com).

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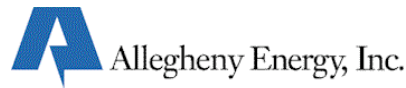
#### NY/NJ/IL/PA Energy Sales – Retail Energy

- Selling Power into the retail C&I power markets in the NY/NJ/IL/PA territories
- Competitive commission payouts based on personal performance
- High octane/competitive pricing & products

Must have previous success in selling energy-related products or services. You will be responsible for prospecting new business opportunities, presenting company services, lead generation, qualifying, and aggressively closing new sales. The appropriate profile of a BDM is uncompromising; quantifiable benchmark sales success, an understanding of the related regions and a commitment to above average performance. For confidential consideration e-mail resume

to [resumes@brownholtz.com](mailto:resumes@brownholtz.com) or call Scott Brownholtz directly @ 916-649-3200

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#### Account Managers, Outside and Inside Sales Positions

Allegheny Energy's Outside Sales Account Managers will provide superior service and outside sales to grow retail market share and capture enhanced margins.

- Prospect assigned market, develop relationships, capture and increase retail market share.
- Reply to customer inquiries to customer's satisfaction.
- Respond to request for quotes and close outside sales transactions.
- Assist other Sales Team members with closing transactions.
- Gain market intelligence and identify and recommend marketing and hedging opportunities.

Our Inside Sales Account Manager provide superior service and inside sales to grow retail market share and capture enhanced margins. Process retail transaction flow to successfully enhance the customer's experience.

- Process retail transaction flow; including the following processes, Enrollment/Drop, EDI/EDC Data, Contracts, Account Maintenance, and assist with Payment Receipt and Collections processes.
- Reply to customer inquiries to customer's satisfaction.
- Respond to request for quotes and close inside sales transactions.

- Assist other Sales Team members with closing transactions.
- Perform market research and identify and recommend marketing and hedging opportunities
- Requirements:
- Bachelor's degree in Business Administration, Marketing, Engineering or related field required.
- Power marketing/sales experience in regional markets such as PJM, MISO, etc. preferred.
- Strong customer service, sales, negotiation and communication skills required.
- Team play willing to accomplish team goals in addition to individual goals.
- Must work well under pressure to meet customer commitments and deadlines.
- Outside Sales Account Managers must be willing to travel frequently to acquire, maintain, and renew business relationships.

To apply, visit our website at <http://www.alleghenyenergy.com/HR/HRHome.asp>

Allegheny Energy is a diversity-driven, equal opportunity employer who is seeking qualified candidates to help power our Retail Business!

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