



Job Description

Manager of Energy Business Development

Summary

The Manager of Energy Business Development, under direction of the Director of Communications & Energy Programs, provides overall leadership of strategy and business development activities within Monterey Bay Community Power (MBCP). The Manager of Energy Business Development will assess and build effective local agricultural/hospitality & tourism/commercial customer and partner business relationships. Responsibilities include research and due diligence with respect to potential business development opportunities within existing and new customer organizations. The Manager of Energy Business Development will facilitate strategic thinking throughout MBCP to react quickly to changing market opportunities in addition to communicate and cultivate economic development opportunities in the Monterey Bay region.

Job Description

The Manager of Energy Business Development works closely with MBCP's Manager of Energy Account Services and the Communications & Energy Programs and Power Services Team in assessing and identifying 'best fit' market opportunities for MBCP. The Manager of Energy Business Development will prepare and present information and recommendations to MBCP staff and Board of Directors. This position interfaces with developers, energy brokers and other interested parties to assist with the identification of power supply business opportunities and strategic customer energy projects that are appropriate for MBCP's business strategy. The position will be responsible for coordinating development of plans with potential business partners in the agricultural, hospitality/tourism and commercial sectors while cultivating strategic working relationships with them. The Manager of Energy Business Development will gather and communicate market intelligence in order to anticipate emerging trends within the energy industry.

Supervisory Responsibilities

The Manager of Energy Business Development position requires no supervisory responsibilities at this time.

Essential Duties and Responsibilities

- Responsible for business development within the end-user customer segments of agriculture, hospitality/tourism, industrial, commercial utility, and new technology (solar, wind, alternative energy, etc.).
- Lead the coordination of resources. Leverage relationships with target customers within districts, branches of customer industries, Business Account Managers and key contractor customers.
- Develop leads, identify strategies, and execute action items to maximize local business development opportunities.
- Articulate MBCP's value proposition and solution offerings to all levels of customer organizations by leveraging specialized knowledge gained during the business opportunity identification process.
- Maintain alignment with MBCP's initiatives and strategies.
- Conduct professional presentations on MBCP's product and service solutions to potential customers; present customer needs and concern to appropriate personnel.
- Ensure all service agreements and/or contractual obligations are met by both MBCP and customers.
- Review contracts and develop strategies to protect the interest of MBCP's interests within the confines of a contract.
- Review service agreements and/or identify key contract requirements and summarize these requirements into a tool for easy reference by the Team.
- Prepare and review performance reports with customers to ensure continued alignment with customer objectives.
- Collaborate throughout the organization to successfully resolve customer technical and commercial challenges to achieve win-win results.

- Demonstrate technical aptitude and the ability to explain complex product to both technical and non-technical stakeholders.

Minimum Qualifications

Experience/Education

Education and experience equivalent to a Bachelor's Degree in Business Development, Agricultural Sciences, Strategic Planning, Marketing or Finance, supplemented by a minimum of five (5) years of progressively responsible experience at an electric utility, municipal utility, a Community Choice Aggregation program or in a closely related field is preferred. A Master's degree is desirable.

Knowledge of

- Energy generation technologies including carbon neutral electric energy, conventional energy, and renewable energy such as wind, biomass, geothermal, solar, concentrating solar, and hydroelectric.
- MicroGrid design, contracting and development
- Experience in complex business development process for the agricultural and commercial sectors to include opportunity identification and development of business cases.
- The California Independent System Operator (CAISO) settlement process.
- The structure and content of standard power purchase agreements for various resource types.
- California's Renewables Portfolio Standard, Power Content Label and Power Source Disclosure program.
- Power purchase agreement structures, general terms and conditions and basic requirements.
- Principles and practices of customer energy management including solar and other renewable technologies, demand management, and energy conservation.
- The Western Renewable Energy Information System (WREGIS).
- Microsoft Office software including Excel, Word and PowerPoint.
- Principles of project management.

Ability to

- Take responsibility and work independently, as well as coordinate collaborative efforts and achieve work goals with and through first line supervisors.
- Convey complex information in a simple and understandable manner.
- Engage and build relationships with local chambers of commerce across Monterey Bay region
- Manage multiple priorities, meet deadlines, and quickly adapt to changing priorities in a fast-paced dynamic environment.
- Achieve goals and provide accurate, timely, and meaningful progress updates.
- Work accurately and swiftly under pressure.
- Be thorough and detail-oriented.
- Demonstrate patience, tact, and courtesy.
- Identify and solve problems effectively and expeditiously.
- Establish and maintain effective working relationships with persons encountered during the performance of duties, including developers and power brokers, commercial partners, MBCP staff and Board Directors.
- Communicate effectively verbally, in writing, and through presentations.
- Prepare high quality research, reports and requests for proposals.
- Effectively interpret and apply contract language and commercial agreements.
- Evaluate contractor performance and potential project opportunities, and project siting, permitting and interconnection issues.
- Exercise sound judgment, creative problem solving, effective dispute resolution, and commercial awareness.
- Provide excellent customer service and communicate clearly and effectively with customers.
- Understand, anticipate, and appreciate business partner and customer needs and concerns.

Working Conditions

The physical demands described here are representative of those required for the position. Position requires sitting, walking, standing, bending, and twisting in the performance of daily activities. The position requires hand manipulation and repetitive hand movement and fine coordination in using a computer keyboard. The position requires near and far vision in reading reports and use of a computer. Acute hearing is required in supporting meetings and providing phone and in-person customer service. The position occasionally requires lifting and/or moving objects up to 20 pounds. MBCP will make reasonable accommodation of the known physical or mental limitations of a qualified applicant with a disability upon request.

Licenses/Certificates

Possession and continued maintenance of a valid class C California driver's license, automobile insurance, and a safe driving record or the ability to provide alternate transportation as approved by the CEO.

Location and Compensation

MBCP is located in the city of Monterey. Compensation for this position ranges from **\$80,000 to \$135,000**, commensurate with experience. A full benefits package is also offered as part of salaried employment.

Equal Employment Opportunity

MBCP is an Equal Employment Opportunity employer. All qualified applicants will receive consideration for employment without regard to race, color, religion, gender, sexual orientation, gender identity, gender expression, national origin, age, protected veteran or disabled status, or genetic information.

Application Process

The position is open until filled. To be considered for this position, please submit an MBCP application, detailed resume, cover letter if desired, to: recruitment@mbcommunitypower.org

Resumes will be screened in relation to the criteria outlined in the job description. Candidates deemed to have relevant qualifications will be contacted. No phone calls will be accepted regarding the position.