

Electricity Portfolio Services Account Manager – San Diego

Primary Purpose:

Acts as SES' liaison with customers who have selected a managed portfolio services approach for electricity commodity procurement. Works with Sales, Structuring, Portfolio Management, Contracts, Operations, Settlements and Billing groups to 1) assure consistent, timely delivery of market and regulatory reports, 2) develop hedging strategies, 3) generate executable documents to implement strategies, 4) provide look back analyses, 5) support the sales team with key customer account services such as price history reporting, and 6) provide analytical support to Sales, customers and management.

Responsibilities/Accountabilities:

- Assess, summarize and monitor delivery of addenda requirements for group of customers on portfolio management services product
- Develop and deliver customized market and regulatory reports as specified in customer addenda
- Complete end-use load analysis across multiple markets for existing portfolio management services customers and qualified prospects
- Develop hedging strategies based on customer-specific loads, risk tolerance and portfolio goals; work with Sales, Structuring and Portfolio Management to support sales and implementation processes
- Provide hedging strategy performance reviews to specific customers
- Create, maintain and distribute specific customer reports such as historical pricing trends on selected products for a larger group of key customers
- Manage special projects such as the development of demand response and green energy programs and partnerships
- The position is based in San Diego, CA; occasional travel may be required.
- Other duties will be developed as the organization and business develops in the future.

Qualifications:

- Strong computer and MS Office proficiency; including Word and PowerPoint, with advanced user skill levels in Excel spreadsheet applications
- Strong analytical and math skills
- Ability to complete and present technical evaluation of market trends
- Detailed knowledge of energy industry and unregulated retail energy commodity products and services offerings, energy marketing principles and terminology, utility/FERC tariffs, natural gas and power market dynamics, and local regulatory issues
- Excellent written and verbal communication/presentation skills
- Strong organizational and leadership skills required
- Ability to coordinate effectively with and influence individuals throughout the organization
- Undergraduate degree in business, engineering, economics, finance or related field is required.
- MBA preferred.
- Experience developing and implementing complex commercial transactions is required.