

## **Job Description**

### **Manager of Energy Business Development**

---

#### **Summary**

Under the general direction of the Director of Energy Programs, the Manager of Energy Business Development will be responsible for facilitating, designing, and implementing scalable market solutions and business opportunities in partnership with local agricultural, hospitality, and commercial customers. This position work closely with key stakeholders (department teams, business leaders, developers, communities) to identify, develop, and support new business opportunities, future revenue streams, and strategic energy projects that are aligned with Central Coast Community Energy's (3CE) goals.

#### **Supervision Received/Exercised**

This position reports to the Director of Energy Programs and exercises direct supervision over staff within functional area.

#### **Essential Duties and Responsibilities (including but not limited to):**

- Researches and identifies business development opportunities within the segments of agriculture, hospitality, tourism, industrial, commercial, utility, and new technology (solar, wind, alternative energy, etc.).
- Ensures the implementation of projects and programs from planning stage through close-out.
- Negotiates and manages contracts, budgets, timelines, quality of work, and recommends remedial actions when needed.
- Integrates different energy buildout projects into larger resource planning framework.
- Develops regional business and economic development plans that are aligned with 3CE's mission and goals.
- Collaborates with other 3CE departments to facilitate the buildout of 3CE's local energy development strategies.
- Develops and implements technology-agnostic projects and programs that deliver energy resiliency to critical facilities providing core services to 3CE's communities.
- Develops scalable market-based programs and solutions for 3CE customers.
- Develops partnerships with local, state and federal agencies, universities, businesses, start-ups, and non-profits to create opportunities for business and economic development.
- Builds strategic relationships with target customers within service area, regional developers, business account managers, and key contractors.
- Conducts presentations on 3CE's product and service and provide solutions to potential customers.
- Writes staff reports and presentations for Board and Committee meetings.
- Performs related duties and responsibilities as required.

#### **Minimum Qualifications**

To perform this job successfully, an individual must be able to perform each essential duty satisfactorily. The requirements listed below are representative of the knowledge, skill, and/or ability required.

#### ***Knowledge of:***

- Principles of large-scale electricity generation, transmission, distribution, infrastructure.
- Principles of on-site electricity generation and storage.
- Retail customer programs (design, development, implementation, evaluation, measurement, and verification).
- Resource Adequacy (RA) policies and impacts of regulatory agencies' decision making on potential future 3CE energy generation programs and projects.
- Current and emerging energy generation technologies including carbon neutral electric energy, conventional energy, and renewable energy such as wind, biomass, geothermal, solar, concentrating solar, and hydroelectric.
- Knowledge of demand response related to utility energy grids.
- Solutions for energy generation challenges and pitfalls, such as interconnection.
- Methods for mitigating power supply costs.
- General policies and procedures at the CPUC, CEC, CARB, and the California ISO related to decarbonization, electrification, building codes, distributed energy resources, rates, and customer programs.
- Construction trade and local government permitting processes.
- Microgrid design, contracting and development.
- Experience in complex business development process for the agricultural and commercial sectors.
- The structure and content of standard power purchase agreements for various resource types.
- Principles and practices of customer energy management including solar and other renewable technologies, demand management, and energy conservation.
- Principles of project management.

*Ability to:*

- Prepare clear and comprehensive correspondence, reports, presentations, proposals, and carry out independent research and fact-finding assignments.
- Define problem areas and evaluate, recommend, and implement alternative solutions to complex issues and problems.
- Effectively represent 3CE before the Operations and Policy Boards, Citizens Advisory Council, city councils, and other local, regional, state, and federal agencies, as well as in public meetings with local citizens.
- Apply sound supervisory and managerial principles and techniques.
- Deal tactfully and maintain effective working and diplomatic relations with various levels of staff, the public, civic organizations, and representatives from governmental, industry, media, and other agencies.
- Demonstrate sensitivity to and respect for the rights of individuals and differences in people's ethnic and cultural heritage, attitudes, beliefs, goals, and interests.
- Promote teamwork, a positive work environment, and collaborative problem solving.
- Work effectively under stressful situations involving tight deadlines as well as confrontation and conflict.
- Use tact, initiative, prudence, and independent judgment within general policy, procedural, and legal guidelines.

**Experience/Education**

Any combination of education and experience that would provide the knowledge and abilities listed. A typical way to obtain the require qualifications would be:

Education and experience equivalent to a bachelor’s degree in, science, technology, environmental planning, business, or a related field.

**AND**

A minimum of five (5) years of progressively responsible in energy programs or business development. Experience working in electric utility, Community Choice Aggregation, or cleantech program is desirable.

**Licenses/Certificates:**

Possession and continued maintenance of a valid class C California driver’s license, automobile insurance and a safe driving record.

**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 40 pounds. MBCP will make reasonable accommodation of the known physical or mental limitations of a qualified application with a disability upon request.

Date Revised: 9/22/2020

FLSA Status: Exempt

---

I have read this job description (or had it read to me) and I fully understand all my job duties and responsibilities. I am able to perform the duties and responsibilities as outlined, with or without reasonable accommodation. I understand that my job duties and responsibilities may change on a temporary or regular basis according to the needs of my department and if so, I will be required to perform such additional duties and responsibilities.

---

Employee Signature

Date