

## Manager of Energy Business Development

Central Coast Community Energy (3CE) is seeking an experienced energy professional to lead 3CE's energy business development activities. 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 works closely with key stakeholders to develop, and support new business opportunities, future revenue streams, and strategic energy projects that are aligned with Central Coast Community Energy's (3CE) goals.

### **Key Responsibilities:**

- Researches and identifies business development opportunities within the segments of agriculture, hospitality, industrial, commercial, utility, and new technology (solar, wind, alternative energy, etc.).
- Implements projects and programs from planning stage through close-out.
- Integrates different energy buildout projects into larger resource planning framework.
- Develops regional business and economic development plans aligned with 3CE's mission and goals.
- Collaborates with internal 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's customers.
- Develops partnerships with local, state and federal agencies, universities, businesses, and non-profits to create opportunities for business and economic development.

**Minimum Qualifications:** 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.

**Salary and Benefits:** The salary is based upon qualifications and experience of the chosen candidate. 3CE offers a range of employee benefits, including but are not limited to: 401(a) Retirement, Health Premium Contribution, Flexible Spending Account, Short & Long Term Disability, Life, Employee Assistance Program, Paid Time Off, and Paid Holidays, Cell Phone Stipend, Paid Family Leave of 12 weeks after one year of employment at 3CE.

**HOW TO APPLY:** To be considered for this exciting opportunity, please submit an online application along with a detailed resume via the following link: <https://3cenergy.org/careers/>

**Deadline to Apply:** Open until filled. Review of applicants will occur upon receipt and applicants are encouraged to apply early in the process.

**Selection Process:** The most qualified candidates will be invited to one or more interviews. Candidates will be advised of the status of the recruitment following finalist selection. If you require an accommodation during the selection process, please notify Mi Ra Park at [mpark@3CE.org](mailto:mpark@3CE.org).

**About Us:** 3CE is a locally controlled public agency providing renewable electricity to residents and businesses in Monterey, San Benito, and Santa Cruz Counties, Cities of Morro Bay and San Luis Obispo. We are based on a local energy model called community choice energy that partners with the local utilities (PG&E and Southern California Edison) to deliver clean energy.